

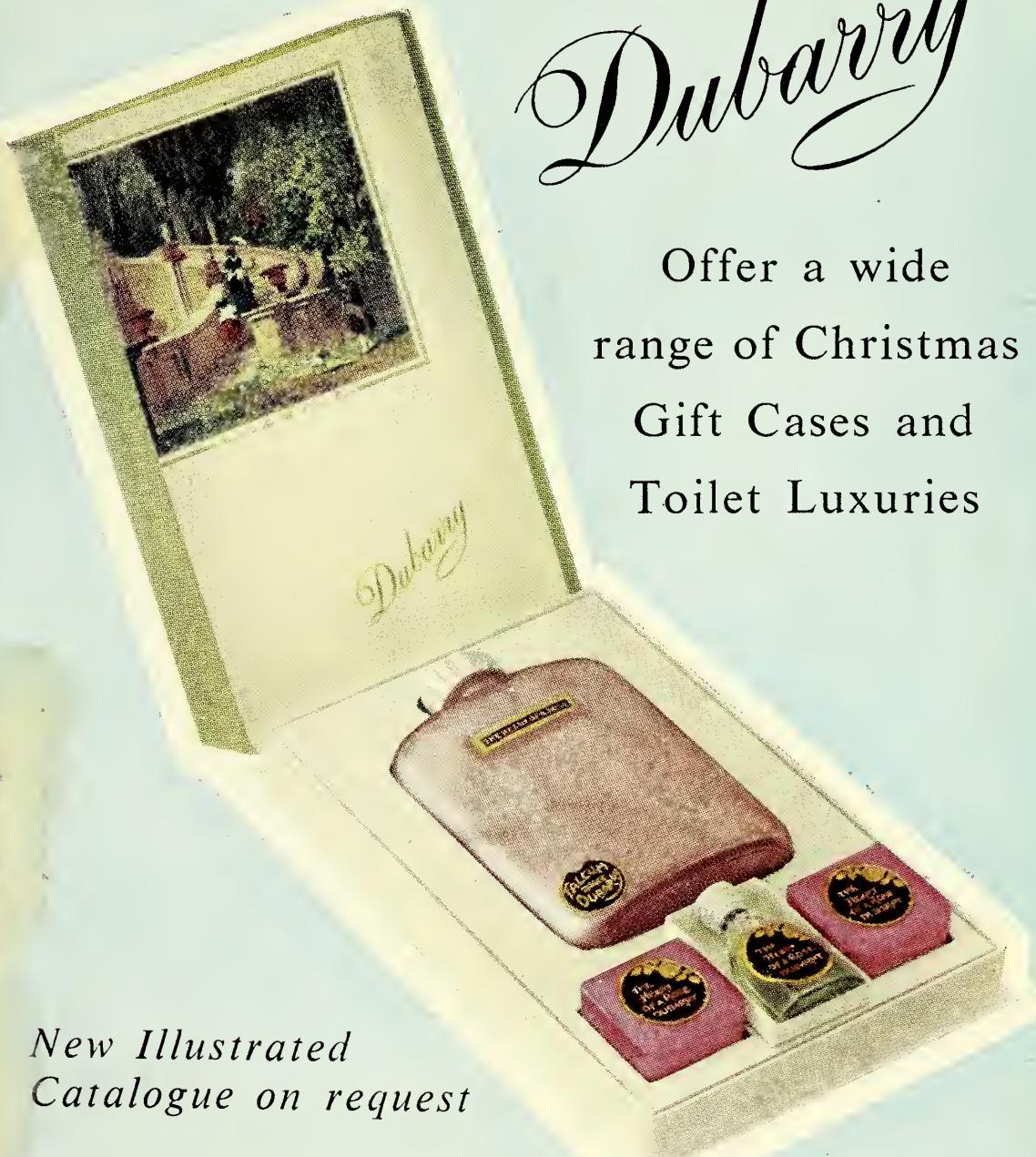
The  
**CHEMIST AND DRUGGIST**

or RETAILER — WHOLESALER — MANUFACTURER

SEPTEMBER 22, 1951

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# The CHEMIST AND DRUGGIST

for RETAILER—WHOLESALE—MANUFACTURER

SEPTEMBER 22, 1951

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Volume CLVI

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## NEWS OF THE WEEK

**Contribution to Jamaica Relief.**—Boots the Drug Co., Ltd., have sent £500 for the Jamaican hurricane relief fund through their agent in Jamaica.

**W.H.O. European Organisation.**—The Consultative Committee for Europe of the World Health Organisation recently voted unanimously in favour of the creation of European Regional Organisation of W.H.O.

**More Students at Universities.**—In a lecture given in London recently as part of a series on "The Worker in Industry," organised by the Ministry of Labour and National Service, Lord Hankey (chairman, Technical Personnel Committee) said that since the war the universities had achieved an overall increase of 50 per cent. above the pre-war number of students, most of the increase being accounted for by science and technical students.

**Photographic Exhibition.**—The ninety-sixth annual exhibition of the Royal Photographic Society was opened by Lord

Brabazon of Tara at 16 Princes Gate, London, S.W.7, on September 13. The 908 items accepted for exhibition include examples of pictorial, medical, nature and scientific photography, and many transparencies in monochrome and colour. The exhibition remains open to the public until October 14. Entry is free.

**London Works Fête.**—An estimated 900 attended the sports fête of Kemball, Bishop & Co., Ltd., at Ashton playing fields, Woodford Bridge, Essex, on September 15. Because of the bad weather, the planned interval was omitted and the programme finished well ahead of schedule with an obstacle race. One of the obstacles was, appropriately, a water hazard. A punch and judy show was a popular attraction. Sports prizes were presented by Mrs. H. F. Kemball.

**Rheumatic Hostels Scheme.**—The British Rheumatic Association, 5 Tite Street, London, S.W.3, has launched, with the goodwill of the Ministry of Health, a

scheme for establishing medical hostels to facilitate the diagnosis and treatment of serious rheumatic conditions in sufferers who require early treatment to prevent permanent damage. The first hostel will be at Northwood, Middlesex, and the Association appeals to industrialists in London and the Home Counties for financial support.

**Examination in Salesmanship.**—At an examination in salesmanship held by the United Commercial Travellers' Association of Great Britain and Ireland, Inc., in London and nineteen provincial centres on June 30, 307 candidates sat, of whom 132 passed (eleven with distinction and twenty-one with credit). By arrangement with education authorities classes have been formed at technical colleges in London and

the provinces. Examinations are open to any person over the age of eighteen. Details from the Association, 180 Tottenham Court Road, London, W.1.

**Emergency Storage Control.**—One of the first tasks of the Factory and Storage Premises (Defence Planning) Division set up recently by the Board of Trade (see *C. & D.*, August 4, p. 129), is to bring up to date its register of industrial premises. Industrialists throughout the country are being sent a letter from Board of Trade Regional Controllers asking them to supply certain basic information about their premises. This is being limited to firms occupying a floor space exceeding 5,000 sq. ft., and omitting those industries which are already heavily committed to the re-armament programme.

## HARROGATE CONFERENCE NEWS

**Ladies' Excursion.**—On the second ladies' excursion, visitors went by coach to the Yorkshire Dales by Roman Road to Blubberhouses village and thence by Wharfedale, Bolton Bridge to Burnsall, where they stopped for coffee. The return journey was by Atpwick, Greenhow, Pateley Bridge and Ripley.

**Conference Ball.**—The Conference Ball was held in the Royal Hall, Harrogate, on September 13, the mayor of Harrogate (Councillor Norman A. Foster) and mayoress attending. At a ceremony during the evening the chairman made presentations to officers of the Conference local committee and their ladies: To Mr. G. L. Beet (chairman) and Mrs. Beet a silver cakestand; to Mr. T. Dixon Page (vice-chairman) and Mrs. Page a hors d'oeuvres dish; to Mr. R. W. Jackson (secretary) and Mrs. Jackson a set of fish knives and forks, and to Miss O. Windemer (treasurer) a silver cigarette box. It was announced that a raffle in aid of Birdsgrove House had raised £25. Miss

Diana Dobbyn presented a bouquet to Mrs. H. Berry.

### SPORTS RESULTS

**Bowls.**—Scotland beat England at Harrogate by a clear lead of 8 ends.

**Golf.**—The Edmund White Trophy was won at Harrogate by Mr. T. Dixon Page with 73 net after a triple tie in which Mr. E. Robinson, Shipley, was beaten on the last nine holes and Mr. B. R. Jones, the runner-up, was finally beaten by 2/3 stroke. Mr. Page was also winner of the sweep. The best gross score was returned by Mr. A. H. Newcombe, 82, after a tie with Mr. B. R. T. Smith. A selected hole competition was won by Mr. W. C. T. Baine, Aberdeen.

**Putting.**—At Harrogate: *Ladies*, Miss Gwynaeth Humphreys; *Gentlemen*, Mr. F. A. A. Jones, Leeds.

**Lawn Tennis.**—In a hastily improvised American-style tournament at Harrogate, on September 14, Mrs. E. E. Locker and Mrs. H. E. Float were victorious in all five games. Other players were Mrs. H. Treves-Brown, London, Mrs. E. T. Kent, Hounslow, Misses B. and J. Wilson, B. M. Townend, Halifax, and S. D. Swire, Halifax. Messrs. E. E. Locker, Reading, and A. Pirnie, Fleet, and Mr. and Mrs. H. Newitt, Thornton Heath.



## SERVICE CONDITIONS IN RETAIL PHARMACY

UNDER a fifth National Joint Industrial Council agreement the following weekly wages for SHOP ASSISTANTS (other than apprentices) are additional to the wages given in the recent Industrial Court award (see *C. & D.*, February 24, p. 250).

### MALES

AGE (years)	LONDON	PROVINCIAL		PROVINCIAL	
		A	B	A	B
15	38 6	33 6		30 6	
16	44 0	38 6		34 6	
17	49 6	44 0		39 6	
18	60 6	55 0		50 6	
19	71 6	66 0		60 6	
20	82 6	77 0		71 6	
21	101 0	94 6		88 0	
22	104 6	99 0		92 6	
23	109 0	103 6		97 0	
24	114 6	110 0		103 0	

### FEMALES

AGE (years)	LONDON	PROVINCIAL		PROVINCIAL	
		A	B	A	B
15	33 6	30 6		26 6	
16	37 6	34 6		30 6	
17	45 0	39 6		35 6	
18	51 6	47 6		43 0	
19	57 0	53 0		47 6	
20	62 6	58 6		53 0	
21	71 6	66 0		59 6	
22	76 0	71 6		65 0	
23	81 6	77 0		69 6	
24	84 6	80 0		72 0	

### Sickness Payments

Provision is also made for payment during sickness as follows:—

Subject to the production of a medical certificate if required by the employer an employee who is absent owing to sickness, accident or disablement not arising from

or attributable to his/her misconduct shall be entitled upon the completion of six months' continuous service to payment for such absence up to eighteen days in any year and upon the completion of five years' continuous service to payment for such absence up to thirty-six days in any year, at not less than the appropriate minimum rate of remuneration prescribed by this Agreement (provided that no such deductions shall be made in computing payment for the first three days of such absence in any year).

### Rate of Reduction

For any days of absence the deduction from the minimum rate of remuneration shall be at the following weekly rate:—In the case of a single person aged under 18 years, 15s., a married woman supported by her husband, 16s., any other case, 26s.

For any days of incapacity for work due to personal injury in respect of which an employee is entitled to injury benefit under the National Insurance (Industrial Injuries) Act, 1946, the deduction from the minimum rate of remuneration shall be at the following weekly rate:—In the case of a person aged under 17 years, 22s. 6d., a person aged 17 but under 18 years, 33s. 9d., a person aged 18 years or more, 45s. 9d.

The foregoing provisions of this Clause shall not entitle an employee to any payment during absence arising out of an accident for which damages are awarded at common law, or of an accident arising out of or in the course of following another occupation under a contract of service with another employer.

### All Other Male Workers

The weekly wages for all other male workers (other than apprentices) are:—

AGE (years)	LONDON	PROVINCIAL		PROVINCIAL	
		A	B	A	B
15	37 6			32 6	
16	43 0			37 6	
17	48 6			43 0	
18	59 6			54 0	
19	68 0			60 6	
20	79 0			70 6	
21	97 0			89 0	
22	100 0			94 6	
23	103 6			99 0	
24	105 0			100 6	

**HAZARDS OF A CONFERENCE GOLFER.** 1, Mr. F. G. Wells arrives at the stream to find his ball. 2, "We'll soon have it out with this." 3, "That's if we don't stir up the mud." 4, "Easy now! Another inch does it." [Photos, Dr. H. Davis]



## MEDICAL SERVICE FOR AUSTRALIAN PENSIONERS

By Keith Attiwill (Director, Australian Pharmaceutical Public Relations Secretariat)

AS the pattern of the national health service has been woven into the fabric of Australia's community life, the place of the family chemist in that service has been consolidated. Upon a contractual basis, he is co operating with the Commonwealth Government in dispensing on prescription (a) drugs under the Pharmaceutical Benefits Act to any Australian, and (b) a wide range of compounded medicines and other items under the Pensioner Medical Service. Patients have a free choice of chemist.

Each chemist, who is approved under the Pharmaceutical Benefits Act, automatically becomes approved under the Pensioner Medical Service which began on July 2. Because this service provides only for pensioners and their dependants, it could not be given under the Pharmaceutical Benefits Act, which applies to the whole population, and is therefore administered through the National Health Service Act, which gives the Government wide powers to provide health services. Further developments in the Australian health service are, however, not likely to be made through that Act, for the Government proposes to introduce a comprehensive Health Bill to deal with medical benefits, hospital accommodation, and research.

The "page list" under the Pharmaceutical Benefits Act consists of non-compounded drugs listed by the Government. New items are added on the recommendation of a medical advisory committee. The Commonwealth Minister for Health (Sir Earle Page) told the Federated Pharmaceutical Service Guild of Australia before the Act was passed that compounding under it would be in the hands of chemists. That is the reason the agreement between Government and Guild is of supreme importance to retail pharmacy in Australia. All the principles gained by the Guild under the Pharmaceutical Benefits Act—freedom of choice, maintenance of professional standards, and economic status—have been fully recognised by the Commonwealth Government in its new agreement with the Guild for the Pensioner Medical Service. Benefits include any single drug or preparation which is the subject of a monograph in the British Pharmacopœia, or which is contained in the prescribers' list, and any medicine which is a compound of those drugs or preparations. The prescribers' list was

compiled by the advisory committee on which pharmacists were represented. Proprietary medicines of all kinds are outside the scope of the scheme. Drugs must be ordered by their chemical or official names only. In all other respects the system follows closely that of the Pharmaceutical Benefits Act, though prescription pricing differs in detail.

In the first few months of the new service, the Guild's Bureau of Pharmaceutical Statistics is making an exhaustive analysis of the prescriptions dispensed. The average drug and container cost of each class of prescriptions (mixtures, lotions, ointments, etc.) is being determined, and from the analysis a price per fl. oz. or per oz. will be fixed for each class. The Bureau is confident that the average ounce price will be accurate to at least two decimal places. Until the Bureau has completed its task, the Government, following a suggestion from the Guild, is making a progress payment of 4s. for every prescription dispensed. At the end of the initial period which, under the agreement, must not exceed six months, the Government will pay chemists for prescriptions dispensed during the period. Subsequently the rate will be determined by the Bureau's analysis.

Throughout its negotiations the Guild Federal Council insisted upon a scheme that was simple to operate, with a minimum of clerical work for chemists. The agreement provides for periodical reviews of the pricing system. Hospitals will not be entitled to payment for dispensing Pensioners' Medical Service prescriptions.

### LEGAL REPORT

**Pharmacy Act Fines.**—In a prosecution by the Pharmaceutical Society at Marlborough Street, London, magistrates' court recently, Duncan Harris & Co., Ltd., chemists, Broadwick Street, Westminster, were accused by summons of contravening the Pharmacy and Poisons Act, 1933, by selling allylisopropylacetylurea (contained in Sedormid tablets), not on and in accordance with a prescription from a duly qualified person, and for failing to keep readily available for inspection prescriptions for sulphaguanadine tablets and Benadryl capsules. The company was discharged absolutely on payment of £52 10s. costs. Philip and Newton were each fined £10.

## TOPICAL REFLECTIONS

### A Conference Number

One of the most interesting of your issues arrived punctually last week. It is specially welcome for the variety of its contents. While the Harrogate meeting of the British Pharmaceutical Conference is, naturally, the most conspicuous feature, it does not dominate to the exclusion of other matters that many of us want to read about. Nor are these matters confined to home events. Page 332, for instance, is allotted to short paragraphs headed "Overseas News," and the second column of p. 375 to others headed "World Trade." Of the longer articles I may mention first another selection of "What chemists are thinking," this time from Northampton (p. 370). Description and illustration are well blended in a description of the manufacture of biological products in Eire by Antigen, Ltd., (pp. 351-53). The twenty-sixth annual Congress of Anæsthetists, and the exhibition associated with it, are dealt with on pp. 348-49. The following page is allotted to a description of the Belfast Pricing Bureau, with an account of differences between the system there adopted and that of England and Wales. Finally, we learn that the Lord Mayor of Portsmouth has formally opened a new factory at Cosham erected for Johnson & Johnson (Great Britain), Ltd., the seventh of the company's establishments in this country (p. 337). The usual *C. & D.* headings are found in their usual places, fitted in with expert skill. One recommendation on p. 330 is too ingenuous to be passed over. It appears that a group of the London Industrial Committee of the Royal Society for the Prevention of Accidents wishes corrosive liquids to be "piped to the place of use wherever possible."

### Conference Chairman's Address

As I have just indicated, the principal feature of your issue of September 15 is the meeting of the British Pharmaceutical Conference. And, according to custom, the first purpose of the meeting was to hear the chairman's address (pp. 358-63). Professor H. Berry chose a subject on which he is an acknowledged expert, and though nominally limiting it to "A Review of Disinfectants and Disinfection," discussed disinfectants in the wider setting of bactericidal and bacteriostatic substances. Differences in action between chemicals subsumed under these headings were clearly

pointed out. Professor Berry described as amazing the fact that very few bactericides get beyond the laboratory stage. "Some few," he added, "will establish themselves in a restricted field such as the treatment of wounds but they may fail in the larger fields of general sanitation." It has been suggested more than once, I believe, that the word "disinfectant" has no exact connotation and should not be employed in scientific work. Unwilling as we may be, on general grounds, to extensions of legal definitions affecting science (witness, for instance, the Statutory Instrument on jellies recently satirised by Dr. C. K. Allen in "The Spectator"), we must agree with the Conference chairman that "germicide" and the four other words mentioned by him "should have a legal meaning guaranteeing what they imply." His forecast that quaternary ammonium compounds may succeed in certain fields, "probably at the expense of the hypochlorites," is worth remembering.

### Discussions on Sterilisation

The Conference chairman's address leads to the subject of sterilisation, a subject apparently as productive of ideas as ever it was. In retrospect this 1951 meeting may come to be known as the Bacterial Conference. A reinforcement of Professor Berry's reference to legal definitions, referred to in my second paragraph, came in Dr. H. Davis's demand that the pharmacopeial meaning of the terms "bacteriostatic" and "bactericidal" be more closely defined. Five of the nine monographs abstracted on pp. 365-69 are concerned with problems of what is in the first heading called bacterial survival. One of these papers was criticised as being "almost purely academic"; but even if it was, it originated a good discussion. The fact is that in some cases a line can hardly be drawn between what will be wanted often in practice and what will be wanted seldom if ever. From bacterial survival the Science Section proceeded to the consideration of tablets and other substances. Some of your readers may think that enough about tablets has been heard at Conference meetings. Here, however, as in the habits of bacteria, something new may emerge. Everyone who reads your report with sufficient attention will find occasional amusement among the information.

Xrayser

## COMPANY NEWS

**SANGERS, LTD.**—Group profit before tax for the year ended February 28 was £418,809 against £380,180 in the previous year. Taxation, £247,893 (£212,882); to note redemption reserve, £50,000 (£40,000); balance carried forward, £280,146 (£279,245).

**JAMES WOOLLEY, SONS & CO., LTD.**—Consolidated trading profit for the year ended March 31 was £114,916 against £102,002 in the previous year. Net profit was £34,795 (£29,603). To debenture sinking fund, £7,000 (nil); discount on debenture issue, £2,500 (nil); debenture issue expense account, £2,257 (£10,000); thrift fund, £1,000 (same); reserve, £7,500 (£5,000); distribution, 20 per cent. (same); carried forward, £9,328 (£9,213).

**DISTILLERS CO., LTD.**—Trading profits of the company and its subsidiaries for the year ended March 31 was £17,934,520 against £12,837,691 for the previous year. Net profit is £6,858,925 (£5,930,557). In his annual statement the chairman, Mr. H. J. Ross, states that the performance of the Biochemical company, Speke (a subsidiary company), "has more than fulfilled our expectations and has fully justified our entry into this field. . . . Streptomycin and vitamin B<sub>12</sub> have been added to our production range and major extensions to our plant, now in hand, should provide greatly increased quantities of these two products by the end of 1952."

### New Companies

**RIBBLETON PHARMACY, LTD. (P.C.)**.—Capital £5,000. To acquire the pharmacy carried on by Cyril G. Livesey, M.P.S. Cyril H. Livesey and W. Livesey, directors. R.O.: 168 Ribbleton Avenue, Ribbleton, Preston.

**DAVID HUGHES (CHEMIST), LTD. (P.C.)**.—Capital £2,000. To carry on the business of wholesale and retail chemists and druggists, etc. David Hughes, M.P.S., and Mrs. Maria G. Hughes, directors. R.O.: 26 High Street, Snodland, Kent.

**H. H. THATCHER, LTD. (P.C.)**.—Capital £2,000. To acquire the business of the late Herbert H. Thatcher, M.P.S. Louisa E. D. Thatcher (chairman), Anne M. Cox, M.P.S., and Alfred Barton, M.P.S., directors. R.O.: 15 Bridge Street, Walsall.

**PHARMACHEM PRODUCTS, LTD. (P.C.)**.—Capital £100. To carry on the business of

manufacturing chemists, etc. Alexander S. Herd, and James Rimmer, directors. Solicitors: Bird & Lovibond, Uxbridge, Middlesex.

### BUSINESS CHANGES

**ROUSSEL LABORATORIES, LTD.**, have moved to 847 Harrow Road, London, N.W.10.

**LES PARFUMS DE FRANCE, LTD.**, have removed to Horseshoe Lane, Enfield, Middlesex.

**MR. J. H. CRABTREE** has taken over the business of N. P. Fanshawe, 35 Lewes Road, Brighton.

**NIKKI NOTIONS, LTD.**, is the new title adopted by Gaye of Paris & New York, Ltd., 76 New Cavendish Street, London, W.1.

**LINCOLN HAIR PRODUCTS, LTD.**, have removed to Shaftesbury Mews, Stratford Road, Kensington, London, W.8 (telephone Western 6368).

The Pharmacy and optical department of Mr. Gwyn Jones, M.P.S., F.N.A.O., has been transferred to 133 Port Tennant Road, Swansea.

**GUY, LEONARD & CO., LTD.**, have moved their offices to 21 Maddox Street, London, W.1, and their stores to 8 Carlisle Street, London, W.1.

**SCHOLEFIELD, GOODMAN & SONS, LTD.**, 23 Lime Street, London, E.C.3, now act as agents for Rocke, Tompsitt & Co., Ltd. Melbourne, Australia, whose London buying office is being closed on September 29.

The London area and export sales offices and warehouse of W. & J. George & Becker, Ltd., are removing to Nivoc House, Ealing Road, Alperton, Wembley, Middlesex, on October 1.

### Appointments

**MR. W. S. BENJAMIN, M.P.S.**, has been appointed chief pharmacist, Putney Hospital, London, S.W.15, from September 24.

**WARD, BLENKINSOP & CO., LTD.**, 6 Henrietta Place, London, W.1, have appointed Mr. F. J. Wright their representative in Manchester and East Lancs.

**KELDON, LTD.** (distributors for Optrex Ltd.), Wadsworth Road, Perivale, Middlesex, have appointed Mr. P. Macdonald their representative for North-east England, and Mr. D. S. Banham for South-east England (excluding London).

## PERSONALITIES

MR. HUGH CAMERON, representative of Keldon, Ltd., Wadsworth Road, Perivale, Middlesex, in South-east England for early fifteen years, has retired.

MR. L. HAYWARD, M.P.S., F.S.M.C., the new chairman of the Middlesex Pharmaceutical Committee, has been in business in Highgate for twenty-one years and owns two other pharmacies in North London. He was chairman of the North Metropolitan Branch of the Pharmaceutical Society for eight years and secretary of the National Pharmaceutical Union Branch for

n years. He has been on the organising committee of Unichem, Ltd., since its inception. Mr. Hayward is a past-president of the Hornsey Rotary Club and is chairman of its community service committee. He serves on No. 3 (Hendon and Finchley) and No. 4 (Hornsey and Tottenham) area health committees of the Middlesex County council and is on the house committee of the Hornsey Central Hospital. His other activities include the chairmanship of the local branch of the National Society for the Prevention of Cruelty to Children and the vice-chairmanship of the Kingsdown Orphanage and Home for Girls.

MR. R. HOPKINS (home sales manager, trade drugs, of Biddle, Sawyer & Co., Ltd.) has just returned from a business trip in and around the Middle East. He was away for nearly three months.

MR. D. H. LAMBERT (assistant general manager, Parke, Davis & Co., Ltd.,ounslow) was taken ill at Harrogate while attending the British Pharmaceutical Conference. He is understood to be making good progress and is expected back in London this week.

DR. F. N. MORGAN, Farouk Pharmacy, Cairo, returned to Cairo on September 18 after a month's visit to Britain. During his visit Dr. Morgan formed part of the group of trainers and managers who organised the successful entry of Egyptian swimmers who

took part in the "Daily Mail" cross-Channel competition.

MR. J. J. F. TAYLOR, M.P.S., who was recently elected chairman of the Wolverhampton Branch of the Pharmaceutical Society, has been secretary of the branch since 1938. He is a member of the local Pharmaceutical Committee, and is now in business in Wolverhampton. Mr. Taylor was previously at South Yardley, Birmingham, where he commenced business on his own account after a short period in Great Yarmouth, managing the business of the late H. E. Goddard, Northgate Street, Great Yarmouth.

MR. P. A. SINGLETON, B.S. (Michigan, U.S.A.), who has recently been appointed a director of Monsanto Chemicals, Ltd., London, has been with the organisation since 1940, when he was appointed to the development department of the Merrimac division, Monsanto Chemical Co., St. Louis, U.S.A. In 1941 he was appointed assistant to the general manager of the division and in 1945 the company's chief representative in Washington and assistant to the president. In 1949 he became assistant director of the company's foreign department in St. Louis, and in 1950 he joined Monsanto Chemicals, Ltd., as assistant to the chairman and managing director. Mr. Singleton received his degree in mechanical engineering in 1935. He graduated from Yale Law School in 1941 and is a member of the Connecticut and Federal bars.

MR. W. K. WARREN, Ph.C., who has been elected chairman of the Tunbridge Wells Branch of the Pharmaceutical Society, is manager of the medical department of The British Drug Houses, Ltd. After serving his apprenticeship with Condy U'Ren & Son, Plymouth, he qualified in March 1939, and obtained the Pharmaceutical Chemist diploma in July of that year, simultaneously receiving an associateship of the Birmingham College of Technology. He was a demonstrator at that College and subsequently assistant pharmacist at the North Middlesex County Hospital prior to joining the B.D.H. From 1941 to 1945 he served as a navigator in Bomber Command, Royal Air Force, and for services rendered to his fellow prisoners-of-war the President of the United States of America approved the award to him of the Bronze Star medal.



## BIRTH

**YOWARD.**—At the Grove Nursing Home, Caversham, Berks, on September 11, to Mary Elizabeth (née Woodcock), wife of Anthony C. Yoward, M.P.S., 268 Oxford Road, Reading, a daughter.

## MARRIAGES

**BRENNAN—CHALMERS.**—At the Star and Garter Hotel, Linlithgow, West Lothian, on September 8, James Brennan, Ph.C. (a member of the staff of Imperial Chemical Industries, Ltd., Regent Factory, Linlithgow), to Dorothy McKenzie, Linlithgow.

**Golden Wedding.**—**JACKSON—MCGREGOR.**—At St. Cuthbert's Church, North Shields, on September 21, 1901, Robert Ernest Jackson, Ph.C., to Kate McGregor. Present address: 21 The Gardens, Monkseaton, Northumberland.

## DEATHS

**BIRD.** — At 14 Bossett Road, London, W.10, on September 5, Mr. Frederick Charles John Bird, M.P.S., aged ninety-one. Mr. Bird was the oldest living Bell scholar, having obtained that award in 1880. Two years later, when he qualified from the school of the Pharmaceutical Society, he won the bronze and silver medals for chemistry and pharmacy, and the silver medal for practical chemistry, after studying under Professors Redwood and Attfield. He was a member of the formulary committee of the British Pharmaceutical Conference Formulary published in 1901 — a fore-runner of the Codex. A native of Somerset, he was apprenticed at Bath, and was for some time manager to a company of manufacturing chemists in Manchester. Later he was at the Apothecaries Hall and Great Ormond Street Hospital, London. For many years he was chief chemist and a technical director of C. R. Harker, Stagg & Morgan, Ltd., as it then was, retiring when the company amalgamated with Hodgkinsons, Preston & King in 1932. One of his chief hobbies was photography and in the early days he manufactured his own plates. For a number of years he was almost blind and very deaf, yet in spite of many other ailments he was very cheerful and mentally alert up to the last. Mr. Bird was the author of the Alcohol Dilution Tables published in the *C. & D.*, 1919, 1507-08, each item of which had to be worked out separately. A

paper by him on the Gutzeit test is reported in the *C. & D.*, 1901, I.600. His last appearance as an author was at the British Pharmaceutical Conference in 1934, when he presented a paper on mercuric oxycyanide.

**BURCHNALL.** — On September 9, Mr. John Woodcock Burchnall, M.P.S., 60 Queen Street, Ramsgate, Kent. Mr. Burchnall qualified in 1900.

**EVANS.** — On September 1, Mr. Arthur William John Evans, The Bungalow, Blackbird Lane, Llantarnam, Newport, Mon, formerly of Newnham, Glos. Mr. Evans qualified as a chemist and druggist in 1900.

**EYRE.** — In Scarborough, recently, Mr. William Robert Eyre, M.P.S. (managing director until his retirement three years ago of J. M. Crosby, Ltd., chemists, Scarborough). A native of Ashbourne, Derbyshire, Mr. Eyre qualified in 1889 and took up a three-year appointment in Malta. Returning to England he was with Messrs. Crosby for fifty years. He was the first chairman of the Scarborough Branch of the Pharmaceutical Society. Mr. Eyre is survived by his widow, a son and a daughter (wife of Mr. Albert Pirnie, Ph.C., head of the Army School of Dispensing).

*Mr. H. M. Hirst* writes: I was apprenticed to J. M. Crosby, Ltd., fifty years ago, and at that time Mr. Eyre was one of the pharmacists on the staff. He and I had been sincere friends ever since, and I mourn his loss. We were both founder-officers of the local branch of the Pharmaceutical Society.

**MEEK.** — Suddenly at Mwanza, Tanganyika, Dr. Andrew I. Meek. In 1910, before qualifying as a doctor, Mr. Meek passed the Chemist and Druggist Qualifying examination of the Pharmaceutical Society of Great Britain. He served his apprenticeship with the late Mr. Charles Kerr, Dundee, and as a doctor specialised in tropical diseases. In 1939 he returned to Scotland from Tanganyika but went out to the tropics again in 1948, where he received high official praise for his research work on filariasis.

**PORTER.** — Recently, Mr. J. Porter (representative for Ward, Blenkinsop & Co., Ltd., in Manchester and East Lancs).

**TAYLOR.** — On September 3, Mr. John Ratcliffe Taylor, M.P.S., 15 Station Road, Workington, Cumberland. Mr. Taylor qualified in 1896.

## PHARMACEUTICAL SOCIETY OF IRELAND

A MEETING of the Council of the Pharmaceutical Society of Ireland was held in Dublin on September 11, Mr. J. P. Kissane (vice-president) in the chair. Other members of the council present were Messrs. J. Gleeson (treasurer), P. A. Brady, M. Power, P. F. McGrath, M. Costello, A. A. Toher, T. B. O'Sullivan, H. P. Corrigan, G. C. O'Neill and Senator F. Loughnan. Apologies for inability to attend were received from Messrs. C. J. Cremen, Dublin, R. Daly and C. D. O'Shea, Cork.

### Vote of Sympathy

THE CHAIRMAN proposed votes of sympathy with the wife and relatives of the late Mr. P. C. Cahill (see *C. & D.*, August 11, 183) and with Mr. Shane O'Neill (pharmacist to the Department of Health and a visitor to examinations) on the death of his brother. Mr. Kissane said "Our late colleague [Mr. Cahill], better known to all of us as 'P.C.' was interested in every aspect of pharmacy: and gave time and encouragement to younger pharmacists." Mr. Kissane said he had been asked by the resident and by members who were absent to associate their names with the vote of sympathy. Letters had been received which indicated the high esteem in which he was held by pharmacists throughout the country. Members stood in silence as a mark of respect.

The registrars of the Pharmacy Board

Victoria and of the Pharmaceutical Council of Western Australia wrote in connection with conditions of reciprocal registration between their Societies and the Pharmaceutical Society of Ireland. It was decided that the registrar (Mr. J. G. Colean) should supply the required information. Letters were received from the Department of Health (a) acknowledging receipt of a draft Act to amend the Pharmacy Act (Ireland) 1875, Amendment Act, 1900 and (b) requesting the appointment of a representative of the Society of Therapeutic Substances Advisory Committee. Mr. Richard F. Timoney, B.Sc., M.P.S.I., was appointed.

The Association of Milk Producers (Dublin sales area) wrote stating that some of their members had been informed, apparently by veterinary authorities, that the introduction of a Bill into the Dail to prohibit the sale of certain drugs (including penicillin) by chemists direct to farmers

was contemplated. Members of the Association were perturbed at the prospect of such legislation, which would greatly add to their veterinary costs. The letter asked whether the Society had information on any such legislation and stated that the Association would be prepared to take joint action to have the Bill amended to eliminate clauses restricting that trade. The letter also stated that independent inquiries made by the writer did not confirm that such a Bill was contemplated. The Registrar was instructed to give all the information at his disposal to the Association, and to express the Council's thanks for the offer of co-operation.

A Deed of Waiver relating to the Society's premises in Shrewsbury Road was sealed. Plans submitted by the architect were considered and approved, subject to minor modifications.

A discussion (arising out of inspectors' reports to the Law Committee) took place as to the best way of bringing to the notice of pharmacists the necessity for strict observance of the regulations governing the sale of poisons. Laxity in the application of the poison laws by one or two chemists tended to bring discredit on the profession as a whole, but it was agreed not to reach a decision until the whole matter had been given careful consideration.

### Scrutineers Appointed

Messrs. H. P. Corrigan and T. B. O'Sullivan were appointed scrutineers of the ballot for the forthcoming Council elections. Mrs. Bridget Buckley (née Gorman), L.P.S.I., and Mrs. Elizabeth M. Hughes (née Riordan) (Assistant) were granted change of name in registers. Preliminary registrations were notified in respect of Joan F. Burnell, Maire Sioban Edwards, Patrick J. Garvey, Nora Kirwan, Austin J. Hallahan, Noel Harman, Mary B. McHugh, Mary T. Conran, Margaret M. O'Connor, John F. Shine and John C. Walsh. The Licence certificates of the following were signed and sealed: Kathleen Bannon, Pauline Clarke, Patrick Drugan, Thomas Finnegan, Mary McEntegart, Eugene O'Reilly, Mary M. Tierney and Patrick J. Weir. Messrs. Edward B. Corbett, John J. Flynn, Edward Meaney, and Miss Kathleen Martin were elected to membership, and the following were nominated for membership: Miss Mary

McEntegart, Fair View, Ardee; Messrs. P. D. Drugan, L.P.S.I., Kilbarrack, Sutton, co. Dublin; T. Finnegan, L.P.S.I., 11 The Crescent, Clontarf, Dublin; E. Hayes, L.P.S.I., Munster Fair Tavern, Limerick; T. Murphy, L.P.S.I., Falcarragh, co. Donegal; R. Purcell, L.P.S.I., 182 Rathfarnham Road, Dublin. The following changes of address were notified: Mrs. Bridget Buckley, L.P.S.I., to The Terrace, Ladyswell, Cashel, co. Tipperary; Messrs. B. H. Doyle, R.D., to 82 Grove Park, Rathmines, Dublin; E. O'Reilly, L.P.S.I. to Mohill, co. Leitrim; R. Weir, L.P.S.I., to Main Street, Moira, Lurgan, Northern Ireland.

The reports of the House, Schools, Law and Certificates and Declarations Committees were submitted and approved. Sixty-eight candidates took the Licence examination, of whom fifteen passed, three with honours. One other candidate obtained the Assistant qualification. Twenty-seven candidates took the Assistant examination and sixteen were successful. Seven candidates entered for the Registered Druggist examination; none was successful.

THE REGISTRAR reported on the deaths of Messrs. Patrick Colomba Cahill, M.P.S.I., John Joseph McCann, R.D., James McDowell, R.D., and Alfred Lamont Martin, R.D.

At a Benevolent Fund meeting held following the Council meeting a number of grants were passed for payment. A vote of thanks to the Chemists' Golfing Society for a donation of £5 5s. to the fund was passed unanimously.

## ARSENIC IN FOOD

A SUBCOMMITTEE of the Food Standards Committee has published its recommendations in a supplementary report on limits for arsenic (As) in foods and beverages. The limits previously recommended (*C. & D.*, 1950, I, 281-82) for (a) beverages ready-to-drink: and for (b) all other foods whether solid or liquid, not otherwise specified, are unchanged. Recommended changes include deletion of the item "beverage base" and its limit, and substitution of a limit of 0.5 p.p.m. in "concentrates used in preparation of soft drinks." Cider and soft drinks intended for consumption after dilution are to have limits of 0.2 and 0.5 p.p.m. respectively. A limit of 5 p.p.m. on dry colouring matter is recommended for cochineal and other natural dyes only, synthetic colours being

required to conform to the general limit of 1 p.p.m. Other recommendations are: Chicory, dried and roasted, 4 p.p.m.; pectin, solid or liquid, 2 p.p.m., hops, 2 p.p.m.; but hop concentrates, finings and clearing agents, 5 p.p.m.; dried liquorice extract and dried liquorice root, 2 p.p.m.; phosphatic constituents of raising powders, description amended to phosphates of ammonium, calcium and sodium. Representations on the recommendation should be addressed before October 15 to the Secretary, Metallic Contamination Subcommittee, Food Standards Committee, 47 Portman Square, London, W.1.

## COMING EVENTS

### Sunday, September 23

CUMBERLAND PHARMACEUTICAL COMMITTEE, Royal Oak Hotel, Keswick, at 2.45 p.m. Meeting of pharmaceutical contractors and their staffs. Reports by delegates to National Pharmaceutical Union conference. Address by Mr. R. Cowan on "The Work of the Durham Pricing Bureau."

### Monday, September 24

MERSEYSIDE BRANCH, NATIONAL ASSOCIATION OF WOMEN PHARMACISTS, Y.W.C.A., 18A Seater Street, Liverpool, at 7 p.m. President's night.

EASTBOURNE VETERINARY EXHIBITION of Surgical Instruments and Drugs at Winter Gardens, Eastbourne. (closes September 28).

### Tuesday, September 25

DARTFORD AND DISTRICT BRANCH, PHARMACEUTICAL SOCIETY, Nelson Hotel, New Road, Gravesend, at 8 p.m. Mr. T. Reid (a member of the Society's Council) on "Pharmaceutical Education and Current Affairs."

HARROW BRANCH, PHARMACEUTICAL SOCIETY, Oak Hall, Baptist Church, College Road, Harrow at 7.30 p.m. Mr. H. Treves Brown on "Practical Aspects of the Conference Science Papers." Discussion on "The Position of Unqualified Personnel in Pharmacy."

### Wednesday, September 26

PLYMOUTH AND DISTRICT BRANCH, PHARMACEUTICAL SOCIETY, Mutley Assembly Rooms, Plymouth, at 8 p.m. Informal dance. Tickets 4s. each.

WALLASEY PHARMACISTS' ASSOCIATION and BRANCH Seacombe Ferry, at 2 p.m. Visit to biochemical laboratories at Speke.

### Thursday, September 27

WEST HAM AND DISTRICT ASSOCIATION OF PHARMACISTS. Visit to Halex, Ltd., Highams Park Works at 2.45 p.m.

PORTSMOUTH AND DISTRICT BRANCH, PHARMACEUTICAL SOCIETY, Solent Hotel, South Parade, Southsea, at 7.30 p.m. Open forum. Report of Branch Representatives' meeting. Harrogate.

HULL CHEMISTS' ASSOCIATION and BRANCH, New York Ballroom, at 7.45 p.m. President's reception.

## MORE HARROGATE CONFERENCE PICTURES



The arrival at Whitby. In group are Mrs. and Mr. C. Simpson; Professor H. Berry; Mr. J. Tindale; Mrs. H. Berry; Mr. and Mrs. F. C. Wilson; Mr. T. Dixon Page; Mr. G. L. Beet and Mr. R. W. Jackson.



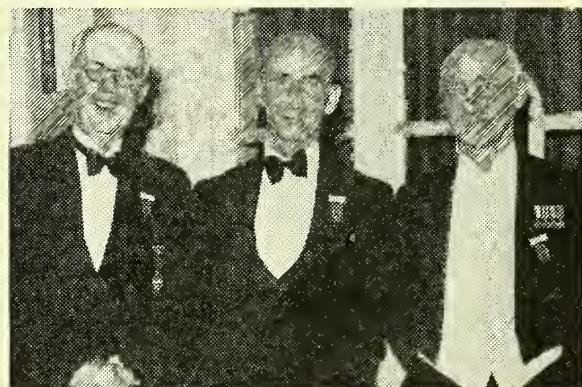
At the Banquet: The Conference chairman (Professor H. Berry) and the principal guest, the Minister of Health (Rt. Hon. H. Marquand).



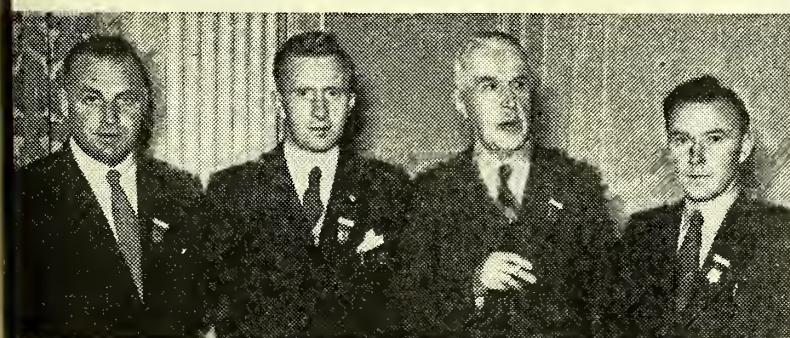
The excursion leaves Scarborough. In the group are Mr. H. M. Hirst, Mr. and Mrs. H. England, and Mr. H. Humphreys Jones.



Civic reception. Mr. Arthur Mortimer welcomed by the mayor and mayoress of Harrogate, at whose right are Mr. G. L. Beet (Conference local chairman) and Mrs. Beet.



Messrs. H. F. Moore, Belfast; C. A. Quinn (president, Ulster Chemists' Association); and colleague.



Visitors from Dublin: Messrs. Brendan R. Smith, R. F. Timoney, C. Scott (president, P.S.I.) and Dr. J. C. Dowling.



Major E. Saville Peck with his great-niece (Miss P. E. Peck, Argentine).

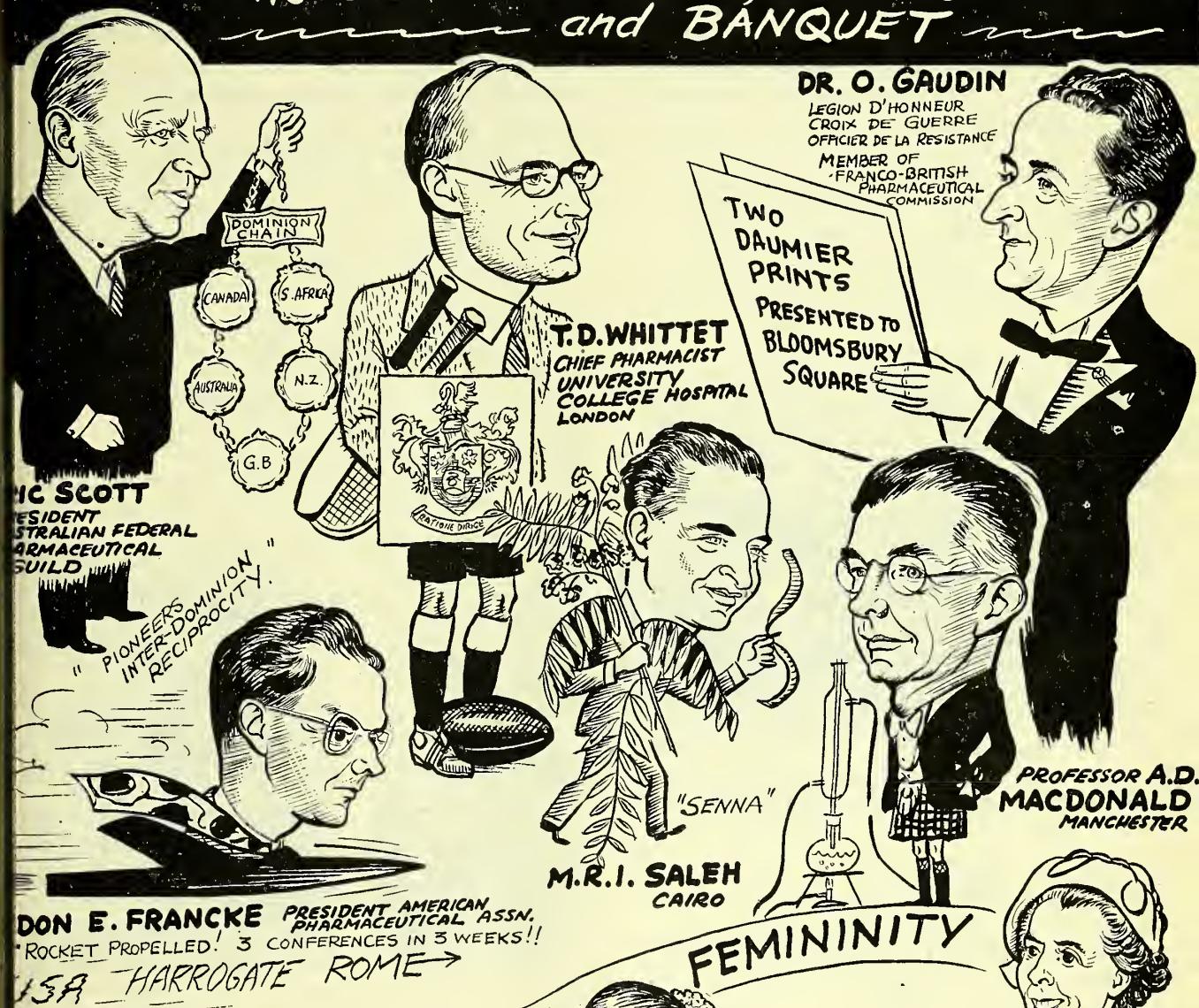
# 88<sup>th</sup> BRITISH PHARMACEUTICAL CONFERENCE IN BRITAIN'S FLORAL RESORT

## HARROGATE



Sept. 10<sup>th</sup> to 14<sup>th</sup>

# MEMBERS "CAUGHT" BY "C AND D" ARTIST at the CIVIC RECEPTION, SCIENCE SESSIONS and BANQUET



1951

44



## British Pharmaceutical Conference, Harrogate, 1951

### The All-day Excursion

THE Harrogate station-master, present in formal morning dress to supervise the departure of two special trains for the excursion of Conference members to Whitby and Scarborough on September 12, set the standard for the courtesy and care members were to receive during the day.

Beyond York the rain, which had been falling at Harrogate, cleared away, and travellers were able to see Newton Dale to advantage as the train, then with two engines, snaked its way up to the summit



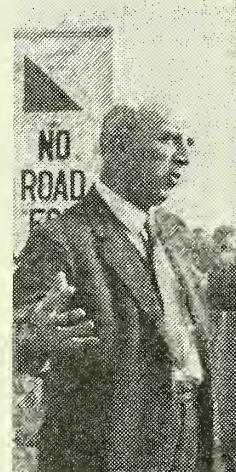
Mr. R. M. McCrone and fellow Scots appear to like Whitby, if it isn't quite the Kyles of Bute.

[Photo, Dr. H. Davis]

and down the other side to the Esk estuary and Whitby. Lunch was served on the train. At Whitby members were welcomed by officers of the local branch of the Society (see *C. & D.*, September 15, p. 363), after which they were allowed 2½ hours in sunshine to visit the town, harbour and abbey. The Scottish fishing fleet was in port at Whitby, and the waterside and harbour were full of activity. Packed barrels of fish and heaps of salted herrings awaited transport to local smoking-sheds, and nets in process of drying gave out a characteristic odour. Members interested in history climbed the 199 steps to the ruins of Whitby Abbey. In the nearby cliff church of St. Mary a few members found the memorial to Mr. Richard A. Robinson, described as the "chairman of the London County Council, and a native of Whitby," but in addition a former president of the Pharmaceutical Society. (In 1921, when the Conference, then at Scarborough, visited Whitby,

he officially welcomed the visitors). Members returned to the station to board at 3 p.m. coaches that took them across the moors to Scarborough, pausing for a brief look to Robin Hood's Bay.

At Olympia on Scarborough sea front members were welcomed by MR. H. M. HIRST, by the mayor and mayoress of Scarborough (Councillor and Mrs. J. W. Hardcastle), by the committee of the local branch of the Pharmaceutical Society, and other members. MR. HIRST, who said that he had been waiting for thirty years to welcome the Conference, referred to its previous visit in 1921, and the mayor said he hoped it would not be long before the Conference would again spend the whole of its time at Scarborough. PROFESSOR BERRY thanked the mayor for his welcome.



Mr. A. A. Meldrum appears to have caught bigger fish in Scotland. At right: Mr. G. L. Beet (Conference local chairman) with Mr. T. C. Scott (president, Pharmaceutical Society of Ireland) at Robin Hood's Bay on the all-day excursion.

[Photos, Dr. H. Davis]

Among those present at the ceremony, which was followed by tea, were Miss A. Hill and Mr. W. Turner, who had been present at the Conference thirty years ago. Mr. Turner had with him a copy of *THE CHEMIST AND DRUGGIST* in which was described the Conference visit to Scarborough in 1921. A bouquet was presented to the mayoress by Miss Pamela Hobson. After a look round the town, harbour, gardens and (the energetic ones) the castle, members returned to the station and at 7 p.m. set off on the return journey to Harrogate, dinner being served *en route*.



## TRADE NOTES

**Distribution in Eire.**—Fassett & Johnson (Ireland), Ltd., 6 Crow Street, Dublin, are expanding their marketing organisation in Eire and invite inquiries from manufacturers.

**Sole Distributors.**—W. Sutton & Co., Druggists' Sundries, London, Ltd., Enfield, Middlesex, have been appointed sole distributors in Great Britain for Grenoville products.

**New Products and Pacts.**—Roussel Laboratories, Ltd., 847 Harrow Road, London, N.W.10, have introduced glossettes each containing 100 mgm. pregnenolone acetate packed in boxes of ten and bottles of 100.

**A Discontinued Item.**—Geo. H. Lawrence, Ltd., Laurel Works, Sheffield, 3, state that, owing to restrictions in the use of metal, they are unable to offer further supplies of their ladies' razor sets. The ladies' razor blades remain in plentiful supply.

**Educating Canteen Users.**—In a miniature folder "Tum" issued by Intel Caterers, Ltd., "specialists in employee feeding," 2 Parkshot, Richmond, Surrey, to users of factory canteens operated by them as contractors, the aim is to convince the reader that sound feeding ensures both health and pleasure to the employee and a return in more output for the employer, who subsidises a fixed price for the meal.

## PRICE CHANGES

(I.R.P.=Inclusive Retail Price)

*Tokalon, Ltd.* (from August 20).

		Doz.	Tax	I.R.P.
Vanishing cream, jars, small	...	...	1 4	
medium	...	...	2 5	
large	...	...	4 5	
tubes, large	...	...	2 5	
Cleansing cream, jars, small	...	...	1 4	
medium	...	...	2 5	
large	...	...	4 5	
Powder,	small	...	1 4	
large	...	...	2 5	
Lipsticks,	small	...	1 6	
large	...	...	4 11	
Rouge	refill	...	2 5	
		...	1 8	

Other Tokalon lines are also increased in price.

*Robinson & Sons, Ltd.* (from September 3).

Mene sanitary towels,

No. 0	...	23	5	2	6
1	...	26	6	2	10
2	...	32	9	3	6
3	...	42	1	4	6
4	...	51	6	5	6

Menex sanitary towels,

New XO	...	21	10	2	4
Standard	...	23	5	2	6

		Doz.	Tax	I.R.P.
Popular	XI/T	...	24 11	2 8
Popular	XI/S	...	25 10	2 9

*Paines & Byrne, Ltd.*

Pabyrn rose hip syrup	...	...	2	6
-----------------------	-----	-----	---	---

*Evans Medical Supplies, Ltd.*

Penicillin lozenges, 20	...	9	4	1	2
-------------------------	-----	---	---	---	---

(1,000 i.u. potassium salt)

400	...	14	0	each
-----	-----	----	---	------

50	...	16	0	each
----	-----	----	---	------

500	...	9	0	each
-----	-----	---	---	------

Penicillin ointment, 1,000 i.u. per g.n. tube, 1-oz.

...	12	0	each
-----	----	---	------

Penicillin oral tablets 100,000 i.u., tube

...	4	0	each
-----	---	---	------

Price for 200,000 units tablets is unchanged.

Penicillin solution tablets 15,000 i.u., tubes of

ten are deleted from list.

*Keen, Robinson & Co., Ltd.* (from September 24).

Robinson's patent barley	1-lb. tin	...	2	9
--------------------------	-----------	-----	---	---

8-oz. tin	...	1	6
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## PROPRIETARY ARTICLES TRADE ASSOCIATION

Additions, Alterations and Deletions to the Protected List (Part 1)

(I.R.P.=Inclusive Retail Price)

Doz.	Tax	I.R.P.
s. d.	%	s. d.

*Evans Medical Supplies, Ltd.*

Heprona, 6-fl. oz.	...	54	0	Nil	6	9
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40-fl. oz. (each)	34	6	Nil	23	0
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### Deletions

*J. Allen Rubber Co., Ltd.*

Marigold cushion soother.

*MacLennan Brand Products, Ltd.*

Pheriban tonic tablets.

*Bell & Sons, Ltd.*

George Bell's blood purifying salts for dogs.

Katnips conditions powders for cats.

Alterations to Protected List (Part 2)

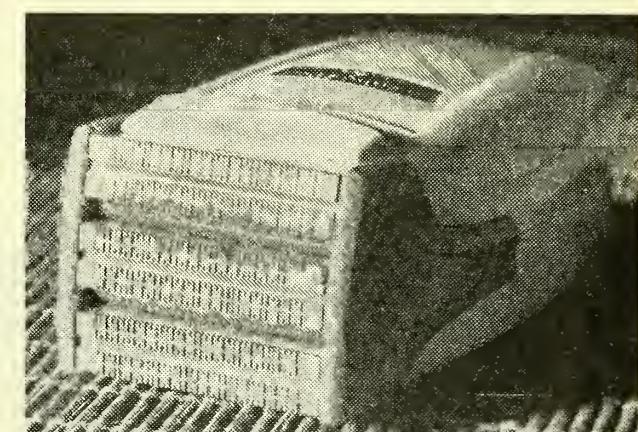
*Thomas Reid & Sons, Ltd.*

Bamyl pine tar liquid				
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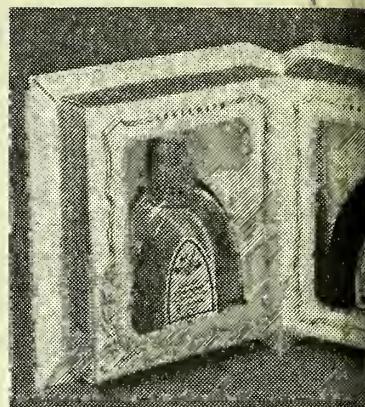
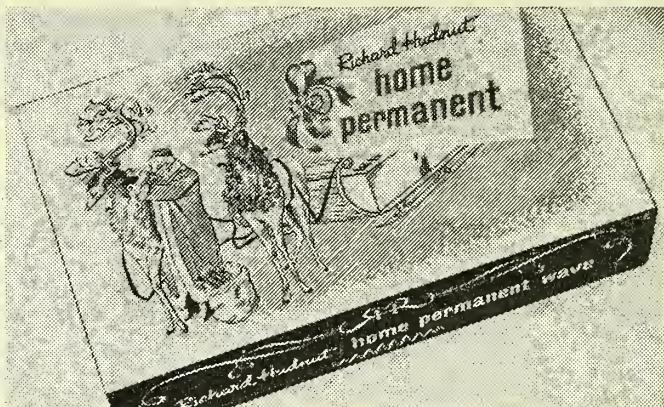
shampoo	2½-oz.	10	3	33⅓	1	6
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	4-oz.	15	6	33⅓	2	3
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	8-oz.	25	9	33⅓	3	9
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Multi-head electric shaver of Remington Rand, Ltd. (see C. & D., August 18, p. 210).



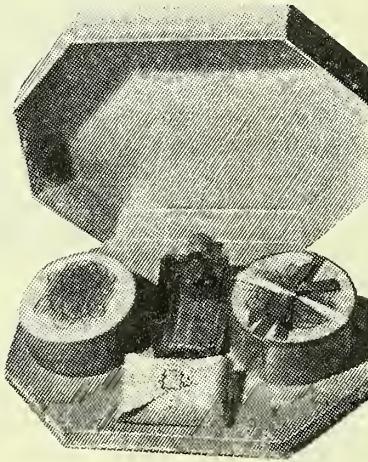
Three Flowers coffret of face powder and lipstick and Richard Hudnut home permanent wave in Christmas wrapper (Richard Hudnut, Ltd.).

Left to right: Gift book of powder, toilet soaps

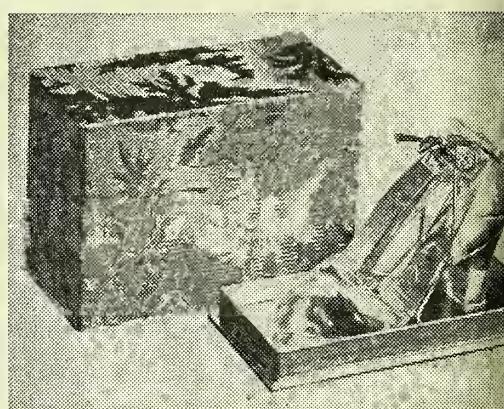
## PERFUMERY AND TOILET ITEMS



Toilet water, 4-oz. size, in L'Aimant, Chypre de Coty, or Muguet des Bois fragrance, set in coloured vase with "Joyeux Noel" message and ribbon. (Coty (England), Ltd.).



Bath coffret containing bath dusting powder, toilet water, ribbon tied bath salts and tablet of bath soap. In L'Aimant, Chypre de Coty, Muguet des Bois. (Coty (England), Ltd.).

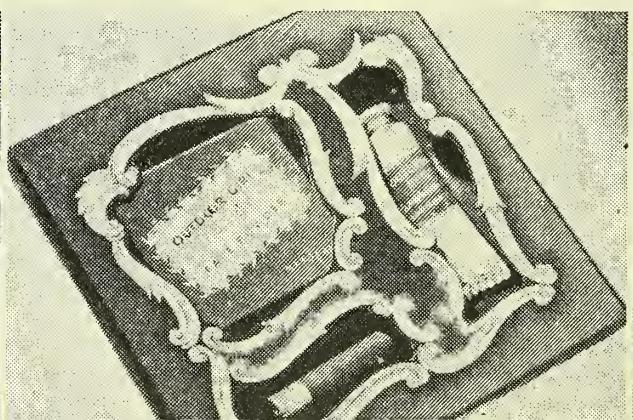
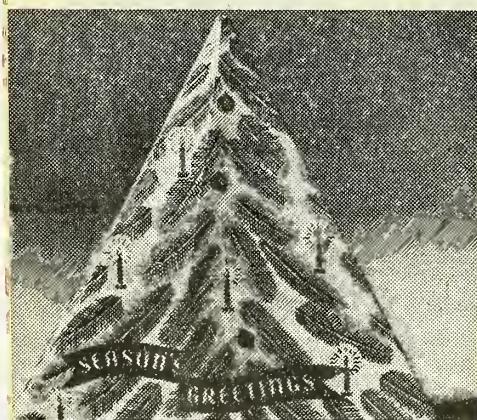


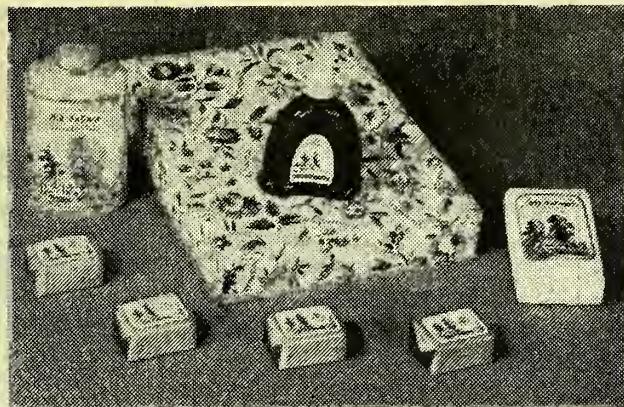
Crystal slipper holding glass-stoppered perfume bottle. The dé of the coffret is matched to perfume, which may be L'Aimant, Chypre de Coty, or Muguet des Bois. (Coty (England), Ltd.).

Miner's Christmas tree. The décor is in green and red, and the contents this year are face powder and lipstick. (Henry C. Miner.).

Outdoor Girl make-up box in green and white holding face powder, lipstick and panchromatic foundation. (Myram C. Picker, Ltd.).

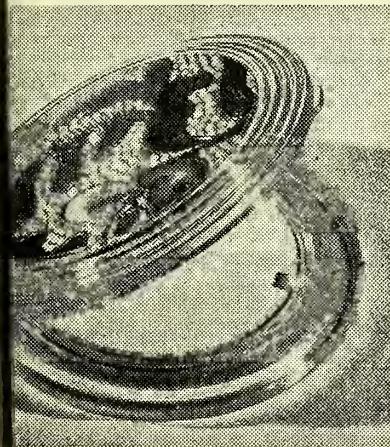
"Three Bears" three bears sit which when em toy. (Vinolia, Lt





Set of lavender water and bottle of eau de Cologne; coffret containing Old Cottage lavender water, talcum powder; and "Christmas card" containing phial of Sky High perfume. (J. Grossmith & Son, Ltd.).

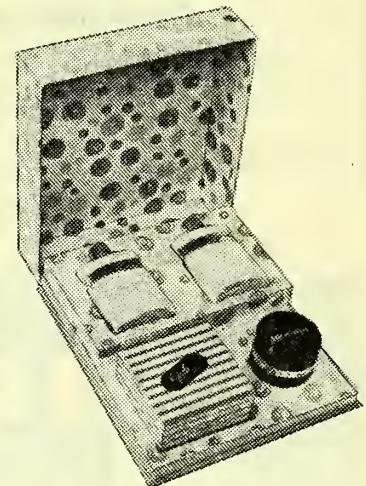
## FOR THE CHRISTMAS TRADE



Airspun pressed-powder compact in transparent plastic material. Different lid design in perfume (L'Aimant, Prude Coty, Muguet, Paris, Muse). (Coty (England), Ltd.).



The Aladdin's lamp, which is available in red or yellow plastic material, is filled with Mitcham lavender. The lamp is contained in a decorative carton. (Potter & Moore, Ltd.).

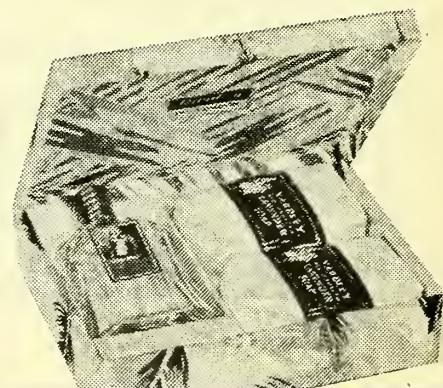


Make-up box patterned in bright whirls. Contents of this skin-care set are Junior cream (facial or conditioning, cleanser (or tonic), hand lotion and full-size face powder. (Gala of London, Ltd.).

ips. The  
ated house,  
an attractive

Lipstick and powder in octagonal box; Pan-Stik and powder; make-up box including Pan-Cake, lipstick, powder, rouge and foundation. (Max Factor, Hollywood and London (Sales), Ltd.).

Lavender coffret containing two tablets of soap and bottle of lavender water. (Yardley & Co., Ltd.).



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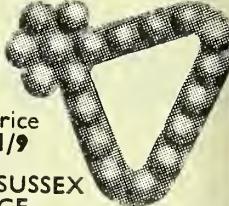
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# The CHEMIST AND DRUGGIST

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## Pardon My Yawn

EVEN those who stiffened the Pharmaceutical Society's Council into its resolve to continue holding two Branch Representatives' meetings a year must have left the meeting on September 13 feeling undernourished by the fare prepared for them. And when we lay emphasis on "prepared" we purposely exclude the unrehearsed elements—the trenchant and informative words of Mr. Eric Scott from Australia, the friendly greetings bought from the American Pharmaceutical Association by its president Mr. Francke, and the gracious gesture made on behalf of his members by Dr. Gaudin, the president of the French Society. We do not specially complain of the rest of the morning's proceedings: the discussion on the Council's "Further Report on Man-power." True, the debates were without the cut and thrust which more immediately urgent problems might have called forth, but they were notable for the thoughtful tone and long-term outlook of most of the contributions. Members owed themselves by no means ready to allow the subject to lie on the table. Thought and action were demanded of the Council on such problems as whether (and so how) to recognise or to cold-shoulder the unqualified dispensers, whether pharmacies should now be restricted in number, how to maintain the number of entrants—and how to keep them, moreover, within the Society's purview.

When it came to the afternoon the story was rather different. Two papers were

read. Taking them in reverse order, Mr. Thomas, the author of the second paper, is the proprietor of a business that is worth talking about. If he had been asked to describe "How I transformed my Pharmacy," had got right down to quantities and costs, had illustrated his talk with lantern slides, and had given it an Evening Meeting, everybody would have been alert to listen. Instead, his subject was "Some Practical Considerations," a matter of generalisations, which may easily take on a strong family resemblance to platitudes. Who then would judge any hearers who found it hard to keep awake? Apart from a question whether the use of A.R. chemicals in sterile work did not reflect on chemicals of B.P. grade, there was nothing to challenge in his admirable "considerations," and hence no discussion. Mr. Mortimer's rousing contribution, which offered the only spark of life in the afternoon's proceedings, pointedly ignored the papers. "I will not criticise the papers," he said, "because no doubt they will make better reading than listening" or words to that effect.

What was more serious was that nobody felt athletic enough to tackle the leap-frogging act of engaging in controversy with the author of the earlier paper: Mr. F. W. Adams. On paper No. 1 there was complete silence. Yet if the Branch Representatives were in agreement with Mr. Adams's conception of an ideal pharmacy we must confess to having been woefully astray in impressions gained in private conversations over many years. By the time the proprietor of a pharmacy had removed the word CHEMIST from the facia, taken all the goods from his counter and hidden them somewhere out of sight, and told most of his customers that they shouldn't spend any money because they were not really ill, he would have learned the hard way the truth of Mr. Adams's own observation that conducting a pharmacy is an economic activity. At that stage the member might have no other course open to him but to apply for assistance to the National Pharmaceutical Union, from whom he would very soon learn that the Business Purchase and

Guarantee Fund helps quite a different type of applicant in totally dissimilar circumstances.

Both by its choice of theme and by its tactics in blanketing criticism the Council has shown that it is now bankrupt of recipes for stimulating discussion. Last Thursday it was sharply confronted with the inadequacy of its decision to continue making alternate Branch Representatives' meetings a platform for Council-introduced themes. If the whole institution of Branch Representatives' meetings is not to become a complete waste of time three possible courses are open to the Council in the future:

1. To reduce the Branch Representatives' meetings to one per annum—the one at which branches decide their own subjects for discussion.

2. To keep both fixtures but let the branches determine the agenda at each.

3. To hand over the whole thing to a guest speaker as dynamic Mr. Eric Scott, the Australian president, and leave it to him to bring the corpse to life.

Another meeting like last Thursday afternoon's would turn yawns into snores.

### Pharmaceutical Research

THE twenty-one papers presented at the eighty-eighth meeting of the British Pharmaceutical Conference touched upon most fields of pharmaceutical research, and substance and form was given to a new subject—pharmaceutical microbiology—that has remained nebulous since it "crept into the examinations and then into the syllabuses." Kept to time by mechanical devices and otherwise, the discussions were concise and to the point. A paper that may directly affect within a short time a wide range of every-day dispensing preparations dealt with the disintegration rates of coated tablets, for it is a matter compelling attention that only about 20 per cent. of tablets examined by the author passed the pharmacopœial test. In the subsequent discussion a number of those who contributed called for research to be done on resins used in sugar coating. There seemed common ground that the disintegration rate

of each tablet should be considered on its own merits.

The conclusions reached by the author of papers on the use of phenol mercuric nitrate in sterilising injections would, if accepted, strike at the root of the technique sterilisation by bactericide. However, as the ensuing discussion showed many further observations must be made before the conclusions can be accepted. An arresting discovery revealed in another paper was that substances of therapeutic value, present in certain seeds, appear to benefit the plant. Among other paper dealing with pharmacognosy was a description of a new "character" (veinle termination number) for identifying leaves. Time and experience will show whether that is more successful than other indices. The search for other active compounds of senna continues. Though in senna leaf and pod a third active glycoside had been found not all the activity of the drug had been accounted for by the author of the paper.

A useful incursion into the little explored field of the pharmaceutics of dentistry was made by workers from Manchester University, who investigated the preparation of sterile proteolytic enzym solutions for that work.

The numbers attending the symposium session showed that that feature is maintaining its general popularity. The subject chosen was important and complementary to last year's topic (see *C. & D.*, 1950, II 374, etc.). Among points brought home strongly at the session were that efficacy and not elegance, is the first factor to be considered in formulation. Notable, too, was the reiteration of an appeal for setting up machinery for the co-ordination of "extemporaneous research" done by pharmacists in hospitals and retail practice on particular problems that arise at the dispensing bench. Perhaps because of the highly technical level of papers now published, many pharmacists may hesitate to publish work of a practical nature, the scientific explanation of which is not known. Such a body, if set up, could make a valuable contribution to the productivity of the profession.

## BRANCH REPRESENTATIVES' MEETING

THE president of the Pharmaceutical Society (Mr. F. C. Wilson) opened the half-yearly meeting of branch representatives shortly after 10 a.m. on September 13, supported on the platform by Miss M. A. Burr and Messrs. E. A. Brocklehurst, G. Hinchliffe, D. W. Hudson, G. H. Hughes, A. A. Meldrum, T. Reid, H. Steinman, Granville Shaw (members of the Council) and H. N. Linstead and F. W. Adams (secretaries), O. Gaudin (president, French Pharmaceutical Society), D. E. Francke (president, American Pharmaceutical Association) and Eric Scott (president of the Federal Pharmaceutical Guild of Australia).

MR. WILSON suggested that the presence at the meeting of three representatives of pharmaceutical colleagues overseas provided an unrivalled opportunity for hearing a few words from each of them, and he called upon them in turn to address the meeting.

### Organisation in Australia

MR. ERIC SCOTT, who spoke first, said he hoped to give, within the limits of the time available, some idea of the pharmaceutical set-up in the Australian Commonwealth. There were six States, each with its own Parliament, and in effect six pharmaceutical statutes, six systems of education and poisons law. In population and number of pharmacies Australia was comparable to Scotland and Ireland combined. Since pharmaceutical legislation tended to follow the British pattern, only much later, the introduction of a scheme of National Health in Britain faced Australian chemists with the question whether they were prepared to participate in a similar scheme. From that point the Federal Pharmaceutical Guild began. It took shape in 1928 and met with a "meteoric" success. Activity in New South Wales to prevent the establishment of company pharmacy in that State culminated in an Act limiting pharmacies to one per pharmacist. Weaknesses in organisation were shown up in 1939 when no effective result was gained in fighting parts of the first National Health Insurance Bill, introduced that year by the then Liberal Government, but when war broke out that Bill was shelved. When a new Bill was introduced in 1942, the Guild brought about important modifications. There were now in operation in Australia three health schemes, the first for

supplying medicine at full rates less discount to repatriated soldiers of both wars; the second for supplying, to insured persons uncompounded drugs from a list (revised monthly) of 200 items at cost plus 50 per cent., plus dispensing fee of 1s. 3d., plus container charge; and the third for supplying to pensioners medicines from a formulary at full trade rates (see p. 380).

"The best move the Guild ever made" was the appointment of a full-time public relations director. The outcome of that move had been, first, a drive to put pharmacies in proper order where they were below standard; second, the fostering of a better state of feeling towards chemists (no longer did one hear complaints that the chemist was a "dear trader"). The third stage involved organising chemists as a "power group," and the success so far achieved in that direction was reflected in terms recently agreed between chemists and the Government. Today no Federal Government would introduce legislation without consulting the Guild of which he was president.

### Call for Commonwealth Conference

MR. SCOTT concluded by urging the Council of the Pharmaceutical Society of Great Britain to call in 1953 a conference of representatives of pharmacy from every Dominion, charged to seek inter-Dominion reciprocity.

MR. D. E. FRANCKE said he had learned much on his first visit to Britain, had had a delightful time, and on his return to America would recommend more frequent official attendance at Conferences by officers of the American Pharmaceutical Association. The whole pharmaceutical profession of the world would be the gainer if pharmacists travelled more and picked up the best from each country. His Association had gone on record as being opposed to socialised medicine, but every profession was primarily responsible to the public. Though developments might follow a different line in America, he was glad to see that British pharmacists had co-operated so wholeheartedly in the Health scheme.

MR. OLIVIER GAUDIN said that the Harrogate Conference had impressed him with the beauty of the town, the scientific interest of members of the Conference, its perfect organisation, and "almost family spirit." In the name of the *Ordre National*



### CARTOON GIFTS TO THE SOCIETY

Colour lithographs presented by Dr. O. Gaudin, on behalf of the Pharmaceutical Society of France, to the Pharmaceutical Society of Great Britain. The cartoons, by Honoré Daumier, are dated 1831 and represent the then King of France, Louis Philippe, who had had some training as a barber surgeon, "bleeding" a poor subject, assisted by the Duke of Orleans, holding a bottle of médecine Leroy (a play upon the name of a proprietary preparation that fell into bad odour at that time) and "Général Mouton" (a caricature of the Maréchal Lobau "Apothicaire") holding a clyster. The title in translation reads "First to bleed, then to purge, finally to give a clyster." The second cartoon, "Cortège du Commandant Général des Apothicaires," also satirises General Lobau, the first public figure to turn a hose upon rioters.

des Pharmaciens de France (the Pharmaceutical Society of France), Dr. Gaudin then presented to the president (Mr. F. C. Wilson) as representing the Pharmaceutical Society, two original colour lithographs by Daumier (see head of page). Mr. WILSON acknowledged the gift and on behalf of the Conference sent back, through the representatives of all three countries, the heartiest greetings of their English colleagues.

#### Man-power Discussions

The meeting then turned to a consideration of the Council's "Further Report on Man-power," which, presented with the earlier "Report on the Man-power Situation" as appendices A and B, were then thrown open for discussion.

The first speaker, Mr. T. JAMES, Wimbledon, who limped to the rostrum on account of a mishap since arriving at Harrogate, said that a third problem should be added to the two dealt with by the Council. His Branch was much concerned at the extent of dispensing necessarily done today by unqualified persons, and looked to the Council for proposals for controlling that labour and the work they should be allowed to do.

Mr. W. H. CLOUD, East Metropolitan, was disturbed at the way the degree in pharmacy seemed to be preferred to the statutory qualification. Unless there was a change in the Society's attitude the shortage of man-power in pharmacies would become acute. Degree-holders, lacking an apprenticeship and with no training in

shop routine, were not amendable to shop discipline. He thought an effort should be made to increase the number of partnerships in pharmacy, and to promote sharing the financial control with qualified employees. Two- and three-pharmacist shops should be encouraged.

MR. H. GELDARD, Rochdale, said that his branch had tried to solve the locum problem by sharing a locum, on the basis that he should be sent immediately to any member in need. He asked the Council's attitude to the limitation of pharmacies.

The Council's report was declared incomplete by MR. G. T. M. DAVID, Swansea, who said that the future needs of pharmacy ought to be forecast. It was up to the Council so to direct trends that pharmacy in the future should approximate to members' ideals. The number of pharmacies should be related to the supply of man-power.

#### Information to Schools

MR. E. CRONIN, Manchester, urged the Council to keep local Education Committees informed of pharmaceutical requirements, and to give High and Grammar schools copies of the pharmaceutical curriculum. About February each year letters should be sent to headmasters and head-mistresses setting out the likely requirements of pharmacy. Mr. Cronin repudiated the idea that degree pharmacists would not adapt themselves to retail conditions. In the Manchester area, he said, degree students were going into shops and taking

to them so well that they continued there from choice.

MR. J. D. MACKENZIE, Romford, spoke of results beginning to accrue in his area from a January branch meeting given over to pharmaceutical education. Requests from parents' associations and the like to provide speakers offered opportunities to stress that dispensing was only one part of a pharmacist's duties.

"Members seem reluctant to discuss the problem of the unqualified," said MR. H. J. NEWITT, Wimbledon. The present position was that a large part of the dispensing was done by the unqualified, and that outside bodies were clamouring for recognition. "Surely it is better for the Society now to give some lead in control."

A note of criticism or censure of the Council was brought in by MR. F. H. SWIRE, Halifax, for having handed the report to the Press before members had had a chance of discussing it at the Conference. [MR. WILSON explained that most members preferred to have a chance to study the report in advance, and for that reason it had been sent to the pharmaceutical Press. The public Press had picked it up from there, and not direct.]

MR. R. McCrone, Glasgow, seized upon a sentence in the report that the figure of students for pharmacy degrees who had not registered with the Society was "probably not less than fifty." Whence came that information, he asked? Was any thought being given to the question whether all statutory and degree students should be registered with the Society before engaging in any form of pharmaceutical work? The stage might be reached at which the Society had control of only a small percentage instead of a majority of those engaged in pharmaceutical work.

MR. J. U. WARBURTON asked members to pause and analyse the nature of present unqualified labour before demanding any form of recognition. The old type of unqualified assistants, who had served a pharmaceutical apprenticeship, were a dying race. Were not the remainder assistants who had "just picked it up?" Mr. Warburton thought there were many single-handed proprietors like himself who needed help in the winter months but could cope in the summer. Would it not be better to organise recruiting than to leave the supply to chance?

MR. H. LONG, Bristol, said that phar-

macists must have a source of unqualified assistance whose attainment of a satisfactory standard had been proved. To avoid dilution the ultimate form of recognition must be under the control of the Society. If the present Council would not act, members would have to look for another Council.

### Unqualified in Perspective

"Are not members attaching too much importance to the unqualified?" asked MR. M. PEEL, Huddersfield. A large proportion of them were female labour only in pharmacy for a short time. An examination might frighten them away. The majority now working were trained to the requirements of their employers and would never go further. Would not recognition flatter them too much?

MR. C. E. TURNER, North Staffs, thought the ideal was to have two pharmacists per shop. Then locum and other problems would disappear.

The first thing, said MR. H. WILLIAMS, Reading, was for members to make up their minds whether their future was to keep open shop or to do all the dispensing required. The man-power problem arose out of the number of shops not fully occupied in dispensing. In his view 40 per cent. of existing pharmacies were redundant.

The morning session ended. The afternoon session was devoted to a symposium on the organisation and conduct of a pharmacy. The first paper was contributed by MR. F. W. ADAMS (registrar of the Pharmaceutical Society) who dealt with "Some Underlying Principles."

### Principles of Conducting a Pharmacy

By F. W. ADAMS

#### [ABSTRACT]

WHEN a pharmacist opens a new pharmacy, or takes over an existing one, he is taking on an obligation to give a special and distinctive kind of service. (I draw no distinction between the working proprietor and the manager, for ultimately the pharmacist in charge of the pharmacy is responsible for what goes on.) The obligation is to supply the local population with their pharmaceutical requirements. By "pharmaceutical" I intend drugs, medicines, and substances and preparations of a related character and such related medical and surgical appliances and articles as

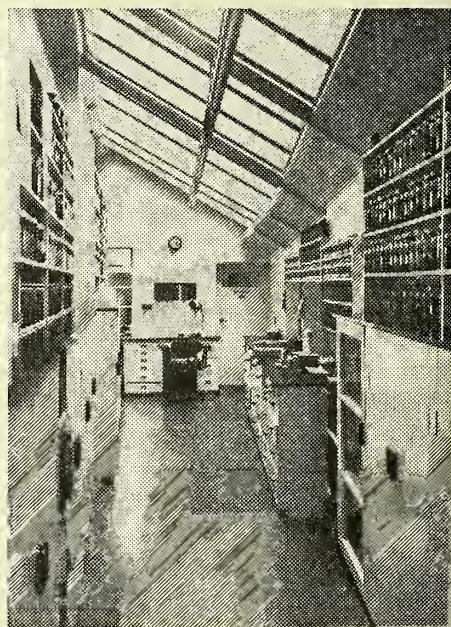
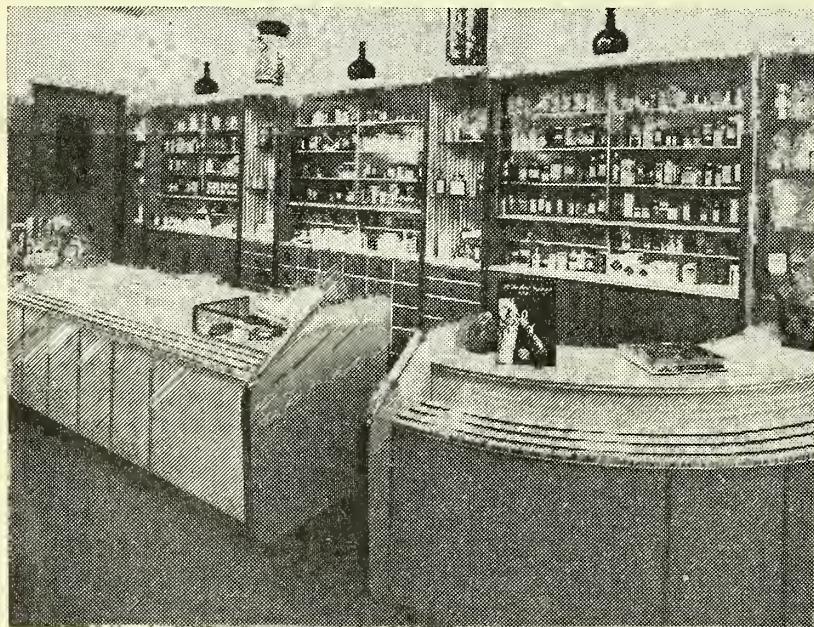
can suitably be handled by the pharmacist, together with services coming within his scientific and technical competence. By "requirements" I mean everything which serves the patients' and customers' best interests—that is supplying the right article or service at the right time at the right place at the right price. To concentrate on dispensing is to take too limited a view of the pharmacist's special contribution. Dispensed medicines are not the only medicines the public requires. Pharmaceutical products may also be obtained from other shops, but there is a duty on the pharmacist to supply them.

I can see no difference in principle between dispensed medicines and those sold over the counter. The pharmacist's knowledge, skill, judgment and integrity are involved in both. The terms dispenser and dispensing are commonly associated outside pharmaceutical circles with the work done by the doctor's or institutional dispenser, for which the doctor takes responsibility, and which thus has the status of a subsidiary occupation. Its use, even when understood as applying to a pharmacist, and suggesting that whereas the pharmacist is better qualified he should be paid rather more than other dispensers, tends to create the impression that there is not much difference between the two as concerns the character and range of work undertaken and its status. In other words the pharmacist is not regarded as working

in his own right. I think it would be an advantage if the word dispenser were removed from the pharmaceutical vocabulary.

To discharge the responsibility resting on those who are in control of pharmacies, three qualities are required: the qualities of conduct, knowledge and management. The purpose of the pharmacist's work is to prevent or relieve suffering. He must, therefore, by temperament and inclination be suited to bear the burden which is the inevitable accompaniment of service to the sick. Willingness, sympathy, tact, and patience are required, while at the same time firmness must be shown in resisting requests, demands or suggestions not consistent with the patient's interests. If a pharmacist has the personal qualities for dealing with sick persons he is probably able without difficulty to establish the right sort of relationship with his customers. An equally important feature is his relations with medical practitioners and others with whom he should co-operate. The pharmacist's function in preventing errors by the prescriber from having unfortunate consequences is regarded as an integral part of his work. An equally important function is to prevent ill consequences to the public from the lack of knowledge, negligence or folly of persons who need or desire to obtain pharmaceutical products for their own or some other person's use.

*(To be concluded.)*



What makes the modern pharmacy of Mr. H. T. Thomas, Kelso, such an outstanding achievement is that it represents not specially designed new premises but a remodelling of a century-old shop. Mr. Thomas's paper on "Some Practical Considerations" in the organisation and conduct of a pharmacy, presented at the Branch Representatives' meeting, is held over for reasons of space.

## British Pharmaceutical Conference, Harrogate, 1951

### Closing Session

AT the closing session of the Conference, held in the Lounge Hall, Harrogate, on September 14, the chairman (Professor H. Berry) was accompanied on the platform by the president of the Pharmaceutical Society (Mr. F. C. Wilson), Mr. H. W. Gamble (president, Pharmaceutical Society of Northern Ireland), Mr. B. A. Bull, Dr.



Next year's chairman, Mr. H. B. Mackie, photographed on the train [Photo, Dr. H. Davis]

G. R. Boyes, Messrs. H. G. Rolfe, G. L. Beet, Dr. C. H. Hampshire, Dr. F. W. Crossley-Holland, Mr. Granville Shaw, Miss M. A. Burr, Drs. K. Bullock and N. Evers, and Mr. H. Deane. THE CHAIRMAN called upon Mr. A. D. Powell to propose a vote of thanks to the Conference local committee and officers. MR. POWELL said he could only underline the thanks Professor Berry had expressed to Mr. G. L. Beet (the local chairman) at the Conference Ball the previous evening. Members were apt to take smooth running of Conference affairs for granted. It did not happen without a "working background." MR. R. ELLIOTT, London, seconded the vote, which was passed unanimously.

PROFESSOR BERRY then presented Mr. G. L. Beet, representing the Harrogate Branch of the Pharmaceutical Society,

with textbooks on pharmaceutics and pharmaceutical chemistry purchased from the Bell and Hills Fund. MR. BEET thanked the Conference for the gift and hoped members would be able to visit Harrogate in a private capacity before the Conference was held in the town again. He paid tribute to the town's publicity department, the local staff of the British Railways Executive, members of the Conference local committee, and especially the officers, for help in organising the Conference.

#### Annual Report

The annual report, read by MR. H. TREVES-BROWN (a Conference joint secretary), showed that of the twenty-three research papers submitted twenty-one had been accepted. Twenty-eight younger members of the Pharmaceutical Society had taken advantage of the Society's offer of financial help to attend the Conference. Discussions were proceeding with the council of the Society in regard to the inclusion of a section in the Society's by-laws dealing with the Conference, and steps were being taken to purchase a badge for the Conference chairman.

#### Officers for 1951-52

Officers nominated for the year 1951-52 were: *President* (ex-officio): The president of the Pharmaceutical Society of Great Britain. *Chairman*: Mr. H. B. Mackie. *Vice-president* (who held the office of president prior to 1923): Mr. E. Saville Peck. *Vice-chairmen*: Messrs. R. R. Bennett, C. H. Hampshire, F. W. Crossley-Holland, H. Deane, H. Humphreys Jones, T. E. Wallis, H. Brindle, B. A. Bull, Norman Evers, A. D. Powell and H. Berry. *Treasurer*: Dr. G. R. Boyes. *Secretaries*: Messrs. H. Treves-Brown and H. G. Rolfe. *Other members of the Executive*: Messrs. H. Davis, J. W. Hadgraft, F. Hartley, E. F. Hersant, J. P. Todd, T. D. Whittet, with the following nominated by the Council of the Pharmaceutical Society of Great Britain: Miss M. A. Burr, Messrs. T. Reid and W. J. Tristram, and the following *ex-officio*: The chairman of the Executive of the Scottish Department, the presidents of the Pharmaceutical Societies of Ireland and Nor-

thern Ireland, the chairman of the local Committee together with the local Committee's secretary.

Proposing acceptance of the report, and moving the election of the officers, MR. D. W. HUDSON, Brighton, said that the



From Brighton both. A snapshot of Mrs. H. B. Mackie with Mr. D. W. Hudson (a member of the Society's Council). [Photo, Dr. H. Davis

high attainment of the Conference made every member conscious of the honour of belonging to it. Of Mr. Mackie he said that he had a record of service to pharmacy of training with ideals the students in whose hands the future of the profession lay.

MR. W. R. HOWARD, London, seconding, mentioned the unflagging help which Mr. Mackie had given to the Conference held recently at Brighton and the experience which he had gained from it. The resolutions were carried unanimously, and the chairman congratulated Mr. Mackie on his election, MR. MACKIE thanking the Conference for the honour of electing him Chairman.

#### Finances

The financial report, read by DR. G. R. BOYES (treasurer), showed that during the year ended December 31, 1950, the excess of income over expenditure in the Bell and Hills Fund amounted to £16. The Accumulated Fund on the same date amounted to £1,810. The Executive was considering how the accumulated interest might be used in the interest of the Conference. The report was adopted.

#### Invitation to Nottingham

An invitation from the Nottingham Branch of the Pharmaceutical Society to hold the Conference in Nottingham in the first week of September 1952 was presented to the Conference by MR. GRANVILLE SHAW, Long Eaton. Nottingham University, he said, had placed at the disposal of the Conference accommodation for 450 guests in its halls of residence, and the city's civic authorities had promised full co-operation.

MISS J. HINCKS, Slough, proposed acceptance of the invitation. A native of Leicester, she pointed out that Leicester people claimed their city to be the cleanest city in England—"but not when speaking to someone from Nottingham." Nottingham was "one of the queens of the Midlands," and was well served by transport.

DR. N. EVERE, Ware, seconded the motion, which was carried unanimously.

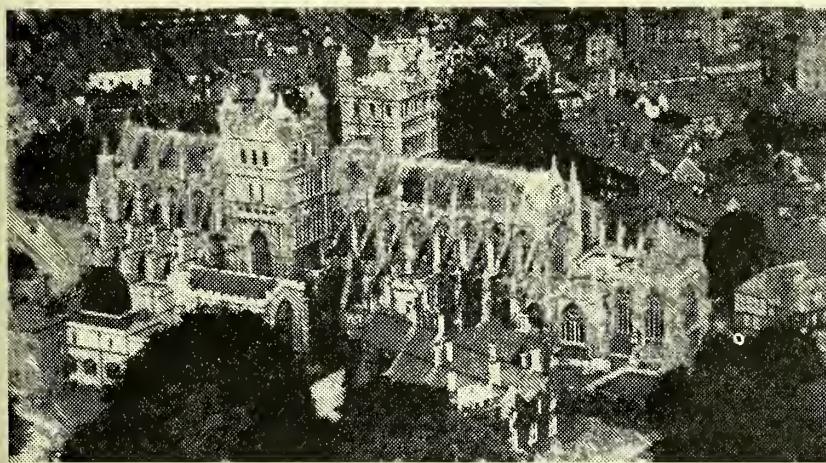
DR. W. MITCHELL, London, rising from the body of the hall to propose a vote of thanks to the chairman of the Conference, said that he ran no risk, as in a science session, of "bringing down on myself the wrath of opponents." The chairman's address—a model—had been informed and provocative, and would do much to promote research into antiseptics. He paid tribute to the chairman's handling of the science sessions which, with the help of the "traffic lights system" had succeeded in running to time. He was helped in his many onerous tasks by the grace of Mrs. Berry.

DR. G. SYKES, seconding, said that in the Chairman's seat sat "an elegant preparation"—fit to look at, compatible and stable under all conditions, unaffected by temperature or time. "As a chairman," he continued, "he has a high coefficient—and I am comparing like with like." Mr. Berry had encouraged discussion, particularly among the younger members.

THE PRESIDENT of the Society called for and obtained a unanimous acceptance with acclamation. PROFESSOR BERRY thanked the Conference, particularly the Conference secretaries. He was not new to Harrogate, and said he could not have chosen any town of happier memory to come to in his present capacity. He then declared the Conference ended.

[The Science Sessions and Symposium Sessions are held over owing to pressure on space.]

# What chemists in EXETER



**think on  
subjects of  
current  
interest**

OUR interviewer reports from Exeter that there is no lack of interest in pharmaceutical affairs in Devonshire, and that Branches and Associations are all active. Recently well over 100 chemists from all over the county attended a meeting held in Exeter. There is a strong feeling that the peculiar conditions and circumstances of chemists in the south-western counties are not appreciated by the executives of the national bodies, and in consequence the demand for area representation on the Council of the Society is virtually 100 per cent. There is a general complaint that, to provide a satisfactory rota service to the public, and to complete the dispensing the same evening, the time needed is usually two hours, but payment is only allowed for one.

### Badly Treated

MR. B. T. LUXTON, M.P.S., 11 Cowick Street, Exeter, who is the managing director of a business comprising five pharmacies, said that contractors under the National Health Service had a right to feel they had been badly treated. For the time being they would have to continue to subsidise National Health Service out of their other business, and that state of affairs was unsatisfactory. Mr. Luxton felt that it was harmful to a student to have his training interrupted by apprenticeship. On the other hand he was well aware that those who had passed their "final," when they came to commence an apprenticeship, were apt to be more of a liability than an asset in the shop. If a price war developed as a result of the Government's action over price maintenance, the independent retailer would have

to compete actively in order to preserve his business. Such a course would involve financial loss and might call for reduction in staff.

### "Two-tier" System of Payment

MR. HENRY JARVIS GRAVES, M.P.S., proprietor of Bickfords, 21 The Strand, Exmouth, a leader in pharmaceutical affairs in Devonshire, said: "In the south-western counties especially we must fight for a two-tier system of payment for chemist contractors' services under National Health Service with one scale of payments (at least equal to those now in operation in Scotland) for contractors who dispense up to ten or eleven thousand prescriptions a year and the basic scale for contractors who dispense a greater number of medicines. In the south-west we have, like Scotland, large areas sparsely populated, but our overheads are much higher than North of the Border. Another important matter I desire to stress," said Mr. Graves, "is that the National Joint Pricing Committee is entirely unsatisfactory. It is far too complacent, too centralised, and its constitution urgently needs drastic revision. Regional areas must be represented on this national body if we cannot have the old regional committees restored. There should, I suggest, be six representatives from Executive Councils, with seven seats for areas. Pharmacists would not then be so worried about their terms of engagement. The executive bodies responsible for most aspects of pharmacy are, I maintain, devoid of day-to-day experience of 'customer contact' under N.H.S. They have little or no experience of the work contractors have to carry out, nor

do the expenses involved have a direct impact on their personal fortunes. It cannot be disputed that, even now, private business is having to subsidise N.H.S. so far as chemist contractors are concerned." Mr. Graves said that many others would welcome a reversion to private dispensing. At least they received cash or monthly payment in full for their services. Mr. Graves described the Society's educational policy as far too "high falutin'" to be practical. "There is no retail outlet for the higher grades," he said. In order that the conditions and requirements of outlying and non-industrial areas should have proper representation on the Council, chemists must insist on a territorial basis for elections. "What is good enough for Parliament and the National Pharmaceutical Union should be good enough for the Pharmaceutical Society."

Mr. Graves considered that the National Pharmaceutical Union did not receive the co-operation from some of its members it sadly needed. When chemist contractors, for instance, were asked to submit figures and other details by the Joint Negotiating Committee they should make it their first duty to send such facts in without delay. If there appeared to have been undue delay in getting to grips with the Ministry, recently, it was chiefly due to the fact that many chemists failed to co-operate in that way.

MR. T. C. NEVILLE BOOTH, M.P.S. (Broom, Reid & Harris, Ltd.), 2 Queen Street, Exeter, said that on the date of the interview the most recent "final settlement" of National Health Service accounts was May 1950. That was by no means satisfactory, and rather than put up with it many chemists would prefer to revert to private dispensing. They had to devote so much time to National Health Service work that there was a tendency to neglect the other side of their business which, everyone in pharmacy realised, was subsidising the dispensing service. Cash sales over the counter had declined, but fortunately the business still carried some private dispensing. Devonshire and the South-west are mainly agricultural counties, with large sparsely populated areas, and should be paid at least up to the rates considered reasonable for Scotland. They had all the costs of supplying a good dispensing service, but the volume of work was much less than in industrial areas and the average remuneration per contractor

some thousand prescriptions per month lower. Mr. Neville Booth welcomed higher standards of education but said they needed to be introduced very gradually. It was at least to the benefit of the student to have an unbroken academic course before commencing his apprenticeship. Turning to the Council's annual elections, he said that, since election publicity and propaganda had been barred, candidates had no opportunity of putting their views before members unless invited to do so. In the South-west they did not know many of the candidates, who equally do not know south-western requirements, which differed in many respects from those of other parts of the country. Throughout the South-west, said Mr. Booth, there was a persistent demand for territorial representation. They would also like to see published much fuller reports of the Council's activities and a good deal less secrecy. The "vetted" reports issued lacked the interest of verbatim reports. In the event of a price war due to the elimination of the P.A.T.A. system of price maintenance, all "independent" chemists must co-operate with organisations that have been built up to maintain the chemist's standard of service.

## A PHARMACIST'S ANTHOLOGY

He thought a little and then said:—"I have found the Zoological Gardens of service to many of my patients. I should prescribe for Mr. Pontifex a course of the larger mammals. Don't let him think he is taking them medicinally, but let him go to their house twice a week for a fortnight, and stay with the hippopotamus, the rhinoceros, and the elephants, till they begin to bore him. I find these beasts do my patients more good than any others. The monkeys . . . do not stimulate sufficiently. The larger carnivora are unsympathetic. The reptiles are worse than useless, and the marsupials are not much better. Birds again, except parrots, are not very beneficial; he may look at them now and again, but with the elephants and the pig tribe generally he should mix just as freely as possible." . . . Had the doctor been less eminent in his profession I should have doubted whether he was in earnest . . . I found the doctor quite right in his estimate of the larger mammals as the ones which on the whole were most beneficial."—From "The Way of All Flesh" by Samuel Butler."

## TRADE REPORT

Spot quotations for pharmaceutical chemicals represent the prices for wholesale quantities of standard quality. Prices of crude drugs and essential oils vary as to brand or grade.

**London, September 19**

THE volume of inquiry for most PHARMACEUTICAL and FINE CHEMICALS continues on a moderate scale. Those chemicals dependent on PHENOL that are in short supply are particularly sought after. Prices are without material change with few exceptions. EMETINE SALTS have been reduced—the HYDROCHLORIDE by 25s. per oz., and the BISMUTH IODIDE by 13s. Following the increase in price of TARARIC ACID announced last week makers have advanced the price of ROCHELLE SALT by 20s. per cwt. SEIDLITZ POWDER, ordinary strength, is 15s. and extra-strong, 6s. 9d. dearer per cwt.

In the CRUDE DRUGS market shortages of several principal commodities persist. Most prices are maintained and in some cases higher values are indicated. Portuguese ERGOT is firmer forward by as much as 2s. per lb., whilst spot supplies are difficult to locate. SENEGA is also firmer in origin and spot supplies have advanced by 1s. per lb. There are still no forward offers of IPECACUANHA from Colombia but quotations for October-November shipment to Nicaragua have eased slightly. MENGOL remains quiet though there has been slightly more inquiry. After a dull period more interest has been shown in RHUBARB; prices, however, are unchanged. Spot supplies of Jamaican SARSAPARILLA are again available and Honduras material can also be bought. The spot market for SHELLAC is again firmer.

Business in the ESSENTIAL OILS market is quiet and spot prices of several are easier. They include CANANGA, CITRONELLA, PATCHOULI, PETITGRAIN, VETIVERT, VANDIN and Spanish spike LAVENDER. Those continuing scarce include BERGAMOT, CALYPTUS, BAY, CARDAMOMS, LIME and ROSE OF ROSE.

### U.S. Drug and Chemical Report

**New York, September 14**

CAUSE of the shortage of PHENOL the demand for ASPIRIN, estimated at over 1 million lb. monthly, is still greater than supply. Stocks of ALCOHOL are satisfactory, and if defence orders do not materialise in the near future some quarters think that production will have to be cut. Among the CRUDE DRUGS the price of IPECACUANHA has advanced. Business in BRAZIL WAX is quiet, reports from the Brazil state that cutting of the new-crop has started. Sales of Bourbon VANILLA BEANS have improved substantially at the price of \$2.90 to \$3.25 per lb. It is reported that practically all the last crop of Mexican beans has been sold. Trade in ESSENTIAL OILS is fair with

signs of renewed interest in some items. New-crop material has started to arrive and manufacturers are stepping up operations. Dealers holding good stocks of Ceylon and Java CITRONELLA, NUTMEG and spike LAVENDER have reduced their prices slightly to encourage buying. PEPPERMINT prices are lower but no severe break in the market is expected. SPEARMINT is firm with very few offers. ORANGE and LEMON are expected to become more easily obtainable now that the most active consuming season is over.

### Pharmaceutical Chemicals

AMPHETAMINE.—BASE is from 65s. to 68s., and SULPHATE from 56s. to 59s. per lb., as to quantity. *d*-AMPHETAMINE is from 650s. to 700s. per kilo.

BENZOIC ACID.—1-cwt. lots are 3s. 0½d. per lb. The SODIUM SALT is 2s. 10½d. per lb. in 1-cwt. lots.

BORIC ACID.—Prices for B.P. grade in quantities of 1 ton and upwards are as follows:—Granular, £81; crystal, £88; powder, £85 10s.; extra-fine powder, £87 10s. per ton. In 1-cwt. bags; carriage paid in Great Britain. Surcharges for smaller quantities: Less than 1 ton but not less than 5 cwt., 1s. per cwt.: 3 cwt., 2s.; 1 cwt., 5s.

COCAINE.—Rates per oz. are as follows: ALKALOID and SALICYLATE, bottles ¼-oz., 27s. each; ½-oz., 53s. each; 1-oz., 104s.; 4-oz., 103s.; 8-oz., 102s.; 16-oz., 101s.; tins, 25-oz., 100s. HYDROCHLORIDE and NITRATE, bottles, ¼-oz., 24s. 6d. ea.; ½-oz., 48s. ea.; 1-oz., 94s.; 4-oz., 93s. 3d.; 8-oz., 92s. 3d.; 16-oz., 91s. 6d.; tins, 25-oz., 90s. 6d.

EMETINE SALTS.—Easier. Rates per oz. are now as follows:—HYDROCHLORIDE, 32-oz. lots, 330s.; 16-oz., 333s.; 4-oz., 336s.; 1-oz., 343s. BISMUTH IODIDE, 32-oz., 167s.; 16-oz., 169s.; 4-oz., 171s.; 1-oz., 174s.

GUAIACOLS.—Liquid and crystal are from 16s. 6d. to 17s. 6d.; and carbonate from 17s. 6d. to 18s. 6d. per lb.

METHYL SALICYLATE.—In 1-cwt. lots, price is 3s. 3d. per lb.; 56-lb., 3s. 3½d.

ROCHELLE SALT.—Rates (per cwt.) for powder or granulated material are advanced: 5-cwt. lots are now 220s. per cwt.; 1-cwt., 222s. 6d. per cwt. Smaller quantities are from 2s. 5d. to 2s. 8d. per lb. SEIDLITZ POWDER, ordinary strength is 171s. 3d. per cwt. in 1-cwt. lots; smalls, from 2s. to 2s. 3d. per lb. Extra-strong is 185s. 3d. per cwt. and 2s. 1d. to 2s. 4d. for small quantities.

SODIUM SULPHITE.—Prices are as follows:—ANHYDROUS powder, in 4-ton lots,

£48 per ton, packed in 1-cwt. free drums. Pea CRYSTALS (photographic), in 4-ton lots, £31 per ton in free kegs or £23 per ton in 1-cwt. bags. Surcharges: 2 tons, 10s.; 1 ton, £1; 10 cwt., £2; 5 cwt., £3; 1 cwt., £6 more than above rates.

TEREBENE.—For 1-carboy lots, 4s. 2d. per lb. is asked. In winchesters, prices are from 4s. 3½d. to 5s. 2d. per lb.

ZINC SULPHATE.—1-cwt. lots are quoted at 1s. 4d. per lb.; 28-lb., 1s. 7d.

## Crude Drugs

ACONITE.—Spanish *napellus* is 3s. 9d. per lb., duty paid, ex wharf.

AGAR.—Steady. Kobé No. 1 on the spot is quoted at from 9s. per lb., duty paid.

ALOES.—Unchanged. Prime Cape on the spot is 275s. per cwt.; forward offers at about 240s., c.i.f., for prompt shipment.

BELLADONNA.—Root (over 0.5 per cent. test), is 4s. 6d. per lb.; leaves (0.65 per cent. test), 5s. per lb.

BENZOIN.—No. 1 Sumatra block on the spot is quoted at from £28 10s. per cwt.; for shipment, £26., c.i.f.

BLACK HAW.—Tree bark is offered from origin at 3s. 9d. per lb., c.i.f., and root bark at about 5s. 6d., c.i.f.

CAMPHOR.—Unchanged. Chinese (B.P.) powder on the spot is from 5s. 3d. per lb. in bond (5s. 9d., duty paid); ¼-oz. tablets are quoted at 6s. 9d. per lb., c.i.f. London.

CANTHARIDES.—In original cases of 66 lb. the price quoted is 4s. 4d. per lb., c.i.f.

CHAMOMILE FLOWERS.—New-crop Belgian are awaited. For best quality packed in cases the price is about 3s. 6d. per lb.; for lower quality packed in bales, 2s. 9d. per lb., c.i.f.

CINNAMON.—For shipment (c.i.f.): OOOO, 2s. 11d.; OOO, 2s. 10d.; OO, 2s. 9d.; O, 2s. 8d.; firsts, 1s. 10d.; seconds, 1s. 9d.; thirds, 1s. 8d.; fourths, 1s. 7d.; quillings, 1s. 6½d.; featherings, 1s. 0½d.; chips, 5¾d. per lb.

ELEMI.—Scarce. No. 1 on the spot is 3s. 6d. per lb. nominal.

ERGOT.—Prices of new-crop Portuguese for early shipment are firmer. Quotations range from 46s. to 47s. per lb., c.i.f. Spot is 48s. 6d., nominal.

GALANGAL ROOT.—A parcel for shipment from Hong Kong is quoted at 80s. per cwt., c.i.f.

GRINDELIA.—No supplies on the spot and no forward offers.

IPECACUANHA.—Firm. For Colombian spot supplies about 60s. per lb. is asked; there are no offers from origin. October-November shipment of Nicaraguan quoted at 62s., c.i.f.

KRAMERIA.—Spot is 120s. per cwt., nominal, and 107s. 6d., c.i.f., for shipment.

MENTHOL.—Quiet. Chinese on the spot is 78s. 6d. per lb., duty paid, and 75s. in bond. Brazilian is slightly cheaper. Chinese for shipment is 75s., c.i.f.

ORANGE PEEL.—Firm. Spanish bitter quarters quoted at 2s. 6d. and sweet ribbon at 1s. per lb., duty paid. West India quarters, 1s. 6d. per lb. Tripolitanian thin cut ribbon, 2s. 3d. per lb.

ORRIS ROOT.—Florentine is offered at 160s. per cwt., ex warehouse.

PAPAIN.—Spot supplies of East Africa No. 1 white are scarce; for shipment, from 35s. to 38s. per lb., c.i.f., is quoted. Spot supplies of Ceylon sun-dried are offered at 39s. per lb.

QUASSIA.—Chips on the spot are offered at 35s. per cwt., ex wharf terms.

QUILLAIA.—Whole bark on spot is 160s. to 165s. per cwt.; for shipment, 140s., c.i.f. Cut bark is offered at 190s. per cwt., ex warehouse.

QUINCE SEED.—Cape on the spot are quoted at 3s. 6d. per lb.

RHUBARB.—Double Deer No. 1 is offered at 10s. per lb., duty paid (9s. 3d. in bond with other grades of Chinese rough round at from 7s. to 9s. per lb., duty paid).

SARSAPARILLA.—Jamaican native red 2s. 10d. on the spot. September-October shipment offers are quoted at 2s. 5d. per lb., c.i.f. Honduras is 3s. 6d. per lb., on the spot.

SEEDS.—ANISE.—Unchanged. Cyprus 160s. per cwt.; Turkish, 150s. per cwt. in bond, and 160s., duty paid. CARAWAY.—Dutch are in poor demand at 115s. per cwt., duty paid in London. CELERY.—Indian are quiet and unchanged at 1s. 10½d. per lb., spot London. CORIANDER.—Little demand for spot; Morocco are offering a

97s. 6d. per cwt., duty paid, and 90s. in bond; Indian is 125s. per cwt., and Argentine splits, 80s. per cwt., duty paid. Shipment, Morocco are firm at 86s. per cwt., c.i.f.

CUMIN.—Spot: Cyprus is selling at 230s. per cwt. and Indian at 225s. Malta is now on offer at 230s. per cwt. Shipment: Cyprus is quoted at 200s. per cwt.; Indian, 200s., and Morocco 212s. 6d. per cwt., all c.i.f. London, with no business reported.

DILL.—Indian on the spot is 80s. per cwt. and for shipment 68s. per cwt., c.i.f.

FENNEL.—Indian has been sold at 155s. per cwt., spot London. Shipment, 150s., c.i.f., quoted. FENUGREEK.—Morocco sold at 47s. 6d. per cwt., duty paid, spot London.

SENEGA.—Prices for shipment are firm at 15s. 6d. per lb., c.i.f.; for spot supplies 16s. 6d. per lb. is quoted.

SENNA.—Firm. Tinnevelly wet-curd leaves for September shipment are quoted as follows:—Prime bold, 1s. 6½d.; prime No. 1, 1s. 4½d.; No. 2, prime, 1s. 0½d.; No. 3, prime, 1s., f.a.q., from 10½d.

11½d. per lb., c.i.f. Pods remain scarce on the spot.

**SHELLAC.**—Firmer. Spot quotations are: F.O.T.N., pure, 392s. 6d.; F.O. Standard 1, 402s. 6d. and fine orange, 417s. 6d. to 497s. 6d. per cwt., ex-London warehouse.

**TOLU BALSAM.**—Natural on spot is 42s. 6d. to 45s. per lb., and B.P.; about 35s. per lb.

**TONKA BEANS.**—Frosted Parà are from 6s. 3d. to 6s. 6d. per lb., spot, and new-crop, 5s. 6d., c.i.f.

**TURMERIC.**—Madras finger is offered at from 90s. to 92s. 6d. per cwt., spot London.

**VALERIAN.**—Belgian on the spot is quoted at 182s. 6d. per cwt., spot. Indian is 160s. per cwt., spot; for shipment, 160s., c.i.f., quoted.

**WAXES.**—**BEES'.**—Dar-es-Salaam on the spot is 625s. per cwt., nominal; September shipment, 575s., c.i.f. Benguella on the spot is 620s., duty paid (in bond, 570s.); September-October shipment, 525s., c.i.f.

**CANDELILLA.**—Spot supplies are offered at 625s. per cwt.; shipment, 615s., c.i.f. **CARNAUBA.**—Prime yellow, spot, 1,150s. per cwt.; afloat, 1,100s., c.i.f.; shipment, 1,090s., c.i.f. Fatty grey, spot, 960s. per cwt.; September-October shipment, 915s., c.i.f.; October-November, 910s., c.i.f.

**MONTAN.**—Reibeck crude on the spot is 135s. per cwt., nominal; shipment, 130s. **OURICURI.**—Spot, 1 per cent. impurities, 900s. per cwt., shipment, 830s., c.i.f.

**WITCH HAZEL.**—Leaves on the spot are quoted at 2s. 9d. per lb. and bark at 1s. 6d.

## Essential and Expressed Oils

**ALMOND.**—English-expressed is from 6s. 6d. to 7s. 6d. per lb. Bitter essential oil (s.a.p.) is from 26s. per lb., upwards, as o grade.

**BAY.**—In short supply. West Indian is quoted at from 15s. 6d. to 17s. 6d. per lb., s to quantity.

**BERGAMOT.**—Scarce. Nominal spot quotation is 100s. per lb.

**BOIS DE ROSE.**—Brazilian on the spot is from 36s. to 37s. per lb., as to quantity.

**CADE.**—Supplies of Spanish are from 6s. 6d. to 3s. per lb.

**CANANGA.**—Easier. Supplies on the spot are quoted at from 75s. to 77s. 6d. per lb.

**CARDAMOM OIL.**—In short supply. English-distilled is quoted at from 455s. to 50s. per lb.

**CEDARWOOD.**—Spot quotations for Kenya are from 5s. 6d. per lb.

**CITRONELLA.**—Spot prices are easier. For original drums prices are: Ceylon, 9s. per lb.; Formosa, 10s. 6d.; Java, 1s. 6d.

**CUBEBS.**—English-distilled is offered at from 50s. to 55s. per lb. Imported is quoted at 60s. to 65s.

**CUMIN.**—Quotations for English-distilled oil are about 70s. per lb.

**EUCALYPTUS.**—Scarce. 70 to 75 per cent. eucalyptol, for shipment, is nominal at 9s., c.i.f.; 10s. 6d. to 13s. per lb. for spot supplies is quoted. No spot supplies of 80 to 85 per cent. eucalyptol.

**LAVANDIN.**—Spot quotations from 27s. to 28s. 6d. per lb., according to quantity. For new-crop, about 26s. per lb. is asked.

**LAVENDER.**—French, 38-40 per cent. linalol, on the spot is nominal at 46s. 6d. per lb.; 40-42 per cent., 48s. "Mitcham" oil is about 130s. Spanish spike is from 20s. to 22s. 6d. per lb., on the spot.

**LEMONGRASS.**—Spot quotations are about 27s. 6d. per lb., and for September-October shipment, 25s. per lb., c.i.f.

**LIME.**—Scarce. West Indian distilled is about 70s. per lb., spot, nominal.

**PATCHOULI.**—Spot supplies of Penang are offered at from 82s. 6d. to 85s. per lb.

**PEPPERMINT.**—Chinese *arvensis* oil on spot is 32s. 6d. per lb.; afloat, 30s. 6d., c.i.f., in original drums. Brazilian on spot is 28s. per lb. Continental "Mitcham" *piperita* is offering at about 60s. per lb., while American B.P. oil is from 62s. to 70s. per lb., ex warehouse.

**PETITGRAIN.**—Easier. Paraguay is offered at from 32s. 6d. to 35s., spot.

**VETIVERT.**—Bourbon in original drums is 182s. 6d. per lb., spot. For small quantities prices range up to 192s. 6d.

## WORLD TRADE

**Austrian Soap Production.**—Austrian soap and detergent production reached a record level in the first half of this year, when 25,735 tons was produced, compared with 18,735 tons in the first half of 1950.

**Mercury Consumption in U.S.**—Consumption of mercury in the United States during the second quarter of 1951 was 13,900 flasks (of 76 lb. each) compared with 18,200 in the first quarter and 11,300 flasks in April/June quarter of 1950.

**Danish Pharmaceutical Exports.**—Danish exports of pharmaceutical preparations have increased from a value of 22.7 million kroners in 1949 to 40.9 millions in 1950, and exports totalled 35.9 millions in the first seven months of this year. Exports of penicillin and streptomycin accounted for more than 17.5 million kroners of this year's figures. The main outlets for these were Scandinavia, South Africa, Egypt, South America, India and the Far East.

## TRADE MARKS

(From the "Trade Marks Journal," September 12)

For chemical products for the manufacturers of perfumery, soaps and cosmetics (1).

AMBROPHORE, 699,281, by Firmenich & Co., Successeurs de la Société Anonyme, M. Naef & Cie., Geneva.

For industrial and scientific chemical products (1).

ULTRASORPOR, 699,695, by British CarboNorit Union, Ltd., London, S.E.1.

For non-medicated toilet preparations (3).

DIANA MARSH, B688,113, by A. J. Siris Products, Ltd., Lanchester, Durham. MOMENT SUPREME, 699,627, by Jean Patou Parfumeur, Paris. ORAGE, 699,711, by Parfums Lucien Lelong, Ltd., London, W.C.1.

For all goods (3) and (5).

HUDRA, 699,766, by Brown & Forth, Ltd., Manchester.

For soaps, perfumes and cosmetic preparations (3).

CILAG, 695,422, by Cilag A.G., Schaffhausen.

For perfumes and toilet rouge (3).

CALIFORNIAN POPPY, 699,769, by the Erasmic Co., Ltd., London, E.C.4.

For cosmetic powder, lipstick, mascara, eye-shadow, and toilet rouge cases, all of metal or plastic (3).

DENCO, DENBRO, 699,951-700,055, by Denison Watch Case Co., Ltd., Birmingham.

For detergents (3).

LINCOTOL, 700,018, by Victor Wolf, Ltd., Manchester.

For pharmaceutical preparations (5).

PRAENITRENA, 689,851, by Schering A.G., Berlin. NEMATOLYT, 697,039, by Heinrich Mack Nachfolger, Bavaria. THYROPHEM, 698,650, by Armour & Co., Ltd., London, E.C.1. KHELLINCILIG, KHELLISOL, VISNACIL, BRESACOL, LUVATRENE, MEGADROL, MIDOSAL, PRASOFIL, STRAMINOL, 698,780-92, by Cilig A.G., Schaffhausen. VALUMEN, 699,526, by Allen & Hanburys, Ltd., London, E.C.2. FLUVOIDS, 699,558, by George Wright Taylor, Walkley. SULFADON, 699,792, by Wallace Manufacturing Chemists, Ltd., London, N.W.3. ENTRAMIN, 699,854, by May & Baker, Ltd., Dagenham. ISENDRYL, 699,995, by Société de l'Institut de Serotherapy Hemoipoétique, S.A., Paris. DUACTOL, 700,050, by Organon Laboratories, Ltd., London, W.C.2. CULLUBARG, 700,220, by Evans Medical Supplies, Ltd., Liverpool.

For medicinal and pharmaceutical substances for human and veterinary use (5).

LYNANDRON, 699,735, by Organon Laboratories, Ltd., London, W.C.2.

For disinfectants, and chemical substances for sanitary purposes (5).

CARAVANOL, 700,093, by the Sanitas Co., Ltd., also trading as Elsan Manufacturing Co., London, S.W.9.

For powder puffs, and sponges for applying cosmetics to the legs (21).

DIANA MARSH, B688,115, by A. J. Siris Products, Ltd., Lanchester.

## PRINT AND PUBLICITY

Medical Leaflets.—Leaflets, folders and booklets, etc., obtainable from manufacturers include those listed below:—

BRITISH SCHERING, LTD., 229 Kensington High Street, London, W.8: Orasecron tablets and Disease injection (4-p. folder); Dermucid (blotter).

PARKE, DAVIS & CO., LTD., Staines Road, Hounslow, Middlesex: "The Parke-Davis Bulletin," No. 2, 1951 (4 pp.). Includes charts on dosage of Chloromycetin.

THE BRITISH DRUG HOUSES, LTD., Graham street, London, N.1: Mycil ointment, dusting powder and pessaries (4-p. leaflet); Estigyn elixir (blotter); Anahæmin (4-p. leaflet).

TRUFOOD, LTD., Green Bank, London, E.1: Recently published for members of the medical and pharmaceutical professions, a 48-p. booklet giving full details of all Trufood products.

Space has been booked in the national Press women's journals and popular weeklies for an advertising campaign for Lantigen B, the distributors of which are J. C. Gambles & Co., Ltd. 211 Blackfriars Road, London, S.E.1.

## Conference Week Sayings

"The oddest EC10 which he had to dispense read: 'Called, no one at home.'"—Mr. W. Swallow.

"I admire the patience and perseverance of pharmacognosists."—Professor H. Berry.

"Nottingham, famous for . . . a certain variety of footwear."—Norman Evers.

"We who belong to the P.B.I. of pharmacy."—Mr. A. R. G. Chamings.

"By getting around and picking up the best the whole pharmaceutical profession of the world the gainer."—Mr. D. E. Francke.

"A degree pharmacist would be jolly good value at £300 a year."—Mr. J. U. Warburton.

"It is my opinion that 40 per cent. of pharmacies are redundant."—Mr. H. Williams.

"There are few incomes today that can keep both a wife and the Government."—Mr. Arthur Mortimer.

"The main time of the Branch Representative meeting should be spent on branch business."—Mr. J. A. Myers, Bradford.

"For want of a plasticiser the base was lost."—Mr. W. Nixon.

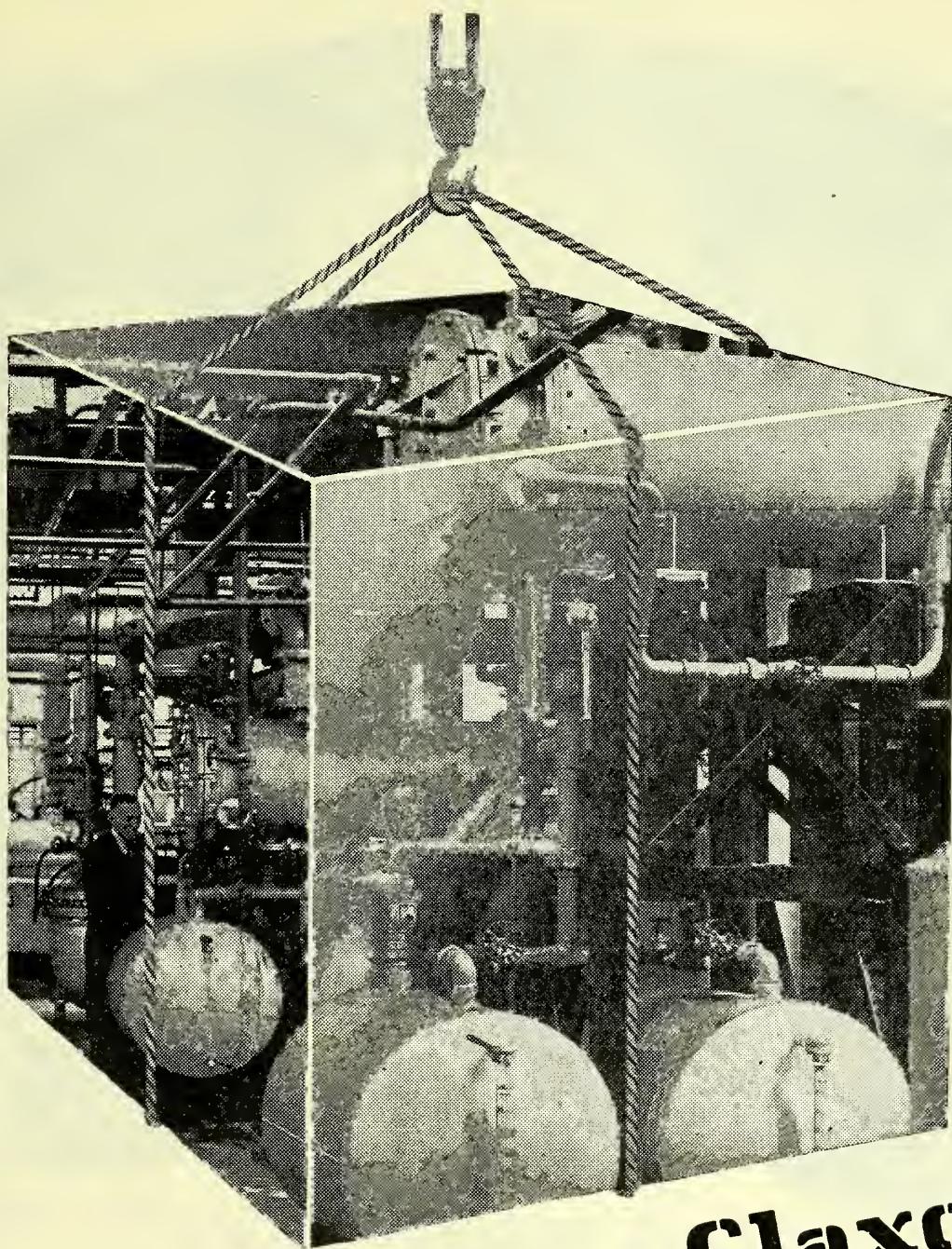
"The practising pharmacist may not be able to lay an egg, but he ought to be a darn good judge whether it is a good egg or a bad egg."—Professor H. Berry.

"It is better for the extemporaneous dispenser to stick to substances he knows rather than experiment with emulsifying agents on the say-so of salesman."—Mr. R. L. Stephens.

"I always understood it was the smell of valerian that had a soothing effect."—Major E. Saville Pec.

"Any enjoyment after the closing session is quite unofficial."—Professor H. Berry.

"And now I think my time has nearly come."—Mr. Victor Reed.



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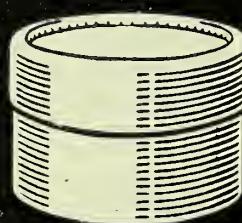
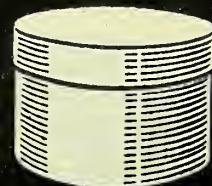
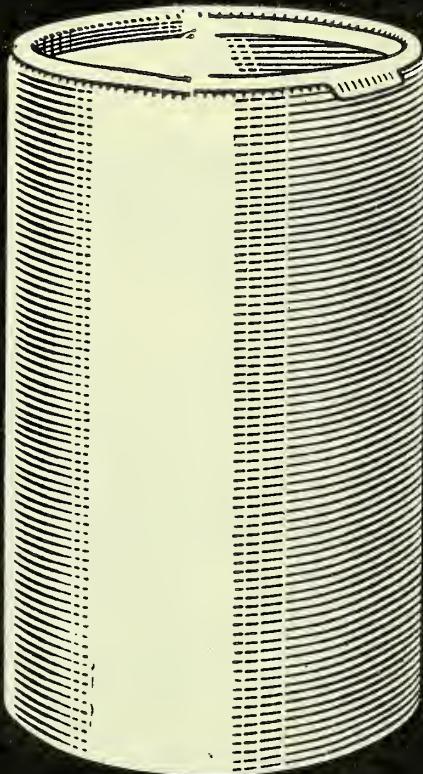
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R.27

*For over a century*

SCARLET  
(G.P.O.)

PURPLE  
FLANGED

**Stock Round Boxes  
for the Chemist**  
*have been manufactured by*  
**ROBINSONS OF CHESTERFIELD**

FIRST ESTABLISHED 1839

STILL LEADING 1951

All boxes in the above categories  
are now back to pre-war standard

The quality being improved by  
modern methods of manufacture

Specifications and standards to comp  
with N.H.S. and B.S.I. Specificatio

Your order should be placed throug  
the usual source.



BEGD. TRADE MARK

**ROBINSON & SONS, WHEAT BRIDGE MILLS, CHESTERFIELD.** Grams: 'BOXES' CHESTERFIELD Phone: 21  
London Office: King's Bourne House, 229-231 High Holborn W.C.1 Telephone: HOLborn 6383

# EVANS PIONEERS IN LIVER THERAPY



## SIGNIFICANT DATES AND ACHIEVEMENTS

- 1928** **Hepatex Oral** The first British-made liquid oral liver extract.
- 1936** **Neo-Hepatex** An improved parenteral liver extract for both intra-venous and intramuscular injection.
- 1943** **Hepamino** The first proteolysed whole liver preparation.
- 1945** **Proteolysed Liver Extracts** The potentiation of liver extracts for oral and parenteral use by proteolysis was developed in Evans laboratories and the new Hepatex Oral, Neo-Hepatex and Hepatex-T were introduced.
- TODAY** **Vitamin B<sub>12</sub>** Modifications of processing have been adopted to ensure conservation of this vitamin as a naturally-occurring complex.



## PROTEOLYSED LIVER PREPARATIONS

Hepamino · Hepatex Oral · Neo-Hepatex · Hepatex-T in use throughout the world

297E



# PENICILLIN PREPARATIONS

B.P. Addendum 1951

In the ideal packs which facilitate handling at the dispensing counter.

## PENICILLIN LOZENGES

1000 units per lozenge

20's	.. .. ..	9/4 per doz.
50's	.. .. ..	16/- per doz.
500's	.. .. ..	7/10 each

## PENICILLIN OINTMENT

1000 units per Gramme

½ oz.	.. .. ..	9/4 per doz.
1 oz.	.. .. ..	12/- per doz.
2 oz.	.. .. ..	20/- per doz.

K.56

THOMAS KERFOOT & CO., LTD.  
Vale of Bardsley ... Lancashire

Sleep sweeter-  
Bourn-vita

Made by Cadbury's



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(continued overleaf)

# News about 'MULTIVITE'

With an eye to shelf appeal and impulse sales Multivite is now packed in bottles containing 50 pellets. Attractive not only in appearance but also in price the new pack will bring new business for this popular combination of vitamins A B<sub>1</sub> C and D<sub>2</sub>.

## PRICE

Bottle of 50 pellets  
Trade 2/4; Retail 3/6

THE BRITISH DRUG HOUSES LTD. · LONDON N.1

Mvt/T/3



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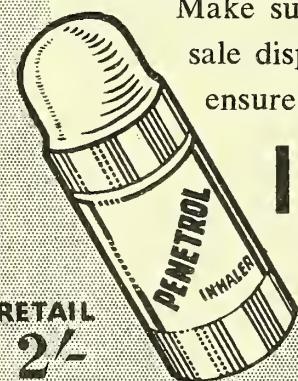
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# PENETROL

*Sales up by 50%*

Penetrol sales are rising rapidly. During the first six months of 1951 they increased by 50%. Strong publicity during the Autumn and Winter will mean still greater sales throughout the country.

Make sure of your share. Stock now! Point-of-sale display in your window or on counter will ensure quick turnover and rising profit for you.



## INHALER & INHALANT

W. B. CARTWRIGHT LTD.  
RAWDON, LEEDS

A CARTWRIGHT  
PRODUCT

HPI

## THE CHEMOTHERAPY OF TUBERCULOSIS WITH P.A.S.

**'PASHETS'**

THE SHORT NAME FOR 'PARAMISAN' CACHETS

**increasingly prescribed  
for domiciliary treatment**

The introduction of 'PARAMISAN' in the form of CACHETS has been welcomed, particularly with the growing use of this drug for treatment at home. Here are some of the reasons:—

**IDEAL FOR DOMICILIARY TREATMENT** 'PASHETS' are easy to dispense, convenient to carry, accurate and simple to take.

**ABSOLUTE FRESHNESS** 'PASHETS' bring the drug fresh to the patient.

**CERTAIN LIBERATION** 'PASHETS' disintegrate quickly when swallowed, thus ensuring rapid and certain liberation of the drug.

**ACCEPTABLE TO PATIENT** 'PASHETS' are surprisingly easy to swallow, leave no unpleasant taste and mean less "swallows" per day. These advantages maintain the co-operation of the patient, make for quicker recovery and rehabilitation.

Increasing domiciliary use of P.A.S. in this form means more E.C.10's to meet, so look to your stock of 'PASHETS' — undoubtedly the efficient way to prescribe and dispense P.A.S.

**'PARAMISAN'****'PASHETS'**

CACHETS CONTAINING 1.5g. SODIUM para-AMINOSALICYLATE

MOISTURE-PROOF WRAPS OF 10 IN CONTAINERS OF 100 AND 500 'PASHETS'

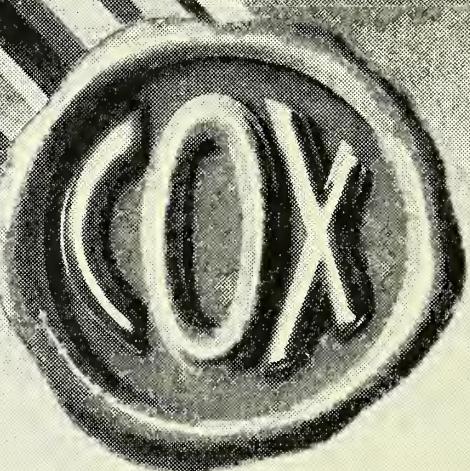
'PASHETS' &amp; 'PARAMISAN' are the Trade Marks of

HERTS PHARMACEUTICALS LTD., WELWYN GARDEN CITY, HERTS.



# PILLS & TABLETS

ARTHUR H.  
**COX**  
 & CO. LIMITED  
 BRIGHTON



## TOKALON PRICE REVISIONS 24 GILBERT STREET, LONDON, W.1

We very much regret to advise that further increases in all costs compel us to revise our prices as shown below, effective August 20th, 1951.

*New Retail Price including Purchase Tax :*

### VANISHING CREAM

Small Jars	-	-	-	1/4
Med. Jars	-	-	-	2/5
Large Jars	-	-	-	4/5
Large Tubes	-	-	-	2/5

### ROSE SKINFOOD

Small Jars	-	-	-	1/8
Med. Jars	-	-	-	2/8
Large Jars	-	-	-	4/8

### CLEANSING CREAM

Small Jars	-	-	-	1/4
Med. Jars	-	-	-	2/5
Large Jars	-	-	-	4/5

### POWDER

Small	-	-	-	-	1/4
Large	-	-	-	-	2/5

### CAKE-MAKE-UP

-	-	-	-	3/9
---	---	---	---	-----

### ROUGE

-	-	-	-	1/8
---	---	---	---	-----

### LIPSTICKS

Small	-	-	-	-	1/6
Large	-	-	-	-	4/11
Refills	-	-	-	-	2/5

### FILM FOUNDATION

-	2/8
---	-----

### BEAUTY BOX COFFRET

5/3

### THREE CREAMS COFFRET

4/-

# Why you should sell

**WANDER**  
BRAND

## *Malt & Cod Liver Oil*



BECAUSE of its unsurpassed quality and its ready acceptance by the public, Wander Brand Malt Extract and Cod Liver Oil is a product which the pharmacist can recommend with full confidence, and in his own best interests.

Wander Brand Malt Extract and Cod Liver Oil is outstanding in its field and its pharmaceutical excellence is recognized by physicians. The Cod Liver Oil used is the best obtainable and the Malt Extract is specially prepared by A. Wander Ltd., who are leading authorities on its manufacture. These two ingredients are combined in the proportions recognized by the medical profession.

With its attractive appearance and toffee-like flavour, Wander Brand Malt Extract and Cod Liver Oil is thoroughly enjoyed by children and adults.

On the **P.A.T.A.**

*Trade Prices:* 1 lb. jars **20/6**; 2 lb. jars **38/6**.  
(*Exempt from Purchase Tax.*)

*Trade Prices for 1 gross 1 lb. or equivalent:*  
1 lb. jars **20/3**; 2 lb. jars **38/-**.  
(*Exempt from Purchase Tax.*)

*Retail Prices:* 1 lb. jars **2/3**; 2 lb. jars **4/3**.

**NOTE:** Also supplied, if required, with attractive labels bearing your own name, at competitive prices.

*Attractive showcards available*

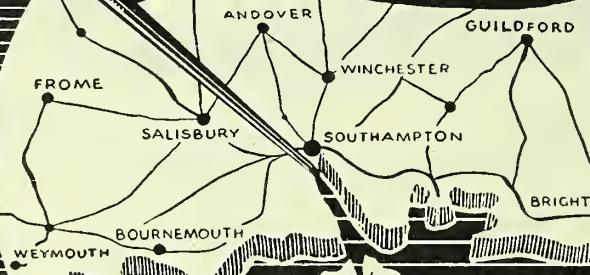
*For further details write to:*

A. WANDER LTD., 42 Upper Grosvenor St., Grosvenor Sq., London, W.1

# Ferryman

OF  
SOUTHAMPTON

The SERVICE for the SOUTH



### HERBERT FERRYMAN LTD.

Manufacturers, distributors, and exporters of drugs, chemicals, proprietaries, ethicals, and druggists' sundries.

Cobden Bridge, Southampton

Telephones:  
75641 (5 lines)

★  
Cables and Telegrams:  
Ferryman,  
Southampton  
Code: "Bentley's"



Keen buyers buy



and Kay's Compound Pastilles in 50/- lots.

Mixed parcels are very profitable

3 doz. 1/7 Kay's Linseed Compound

@ 10/3 doz. - - - - - £1 10 9

3 doz. 1/11 Kay's Compound Pastilles

@ 12/- doz. - - - - - 1 16 0  
3 6 9

Add Purchase Tax - - - 1 3 3

£4 10 0

Selling Price - - - £6 6 0

From your wholesaler or direct from  
KAY BROTHERS LTD., REDDISH, STOCKPORT

There's  
General  
Approval  
for

**Victory** V  
GUMS & LOZENGES

FRYER & CO. (Nelson) LTD., NELSON LANE

# The BIGGEST ADVERTISED Cosmetic LANOLIN

Westbrook's TWELVE Luxury Lanolin is the *only* Nationally advertised cosmetic lanolin, and the advertising has been launched with full-pages and half-pages in the cream of Woman's Magazines. It will be vigorously persisted in, and in the next seven months the 3,000,000 women most interested in cosmetic advertising will see TWELVE announcements *on an average of ten*

times each, even if each advertisement is seen only once. TWELVE is being forcefully publicised as the perfect nutrient cream for Dry Skins—double homogenised for extra rapid absorption. TWELVE Luxury Lanolin has a wonderful advertising story and is presented as befits a quality product. Be ready with stocks to satisfy the demand. The Tubes retail at 2s. 6d. and the Jars at 4s. 7d., both inclusive, and especially attractive trade terms are available.

WESTBROOK LANOLIN COMPANY,  
Dept. CD, Duckworth Lane,  
BRADFORD, Yorks.

Made by WESTBROOK-  
Largest Makers of Lanolins  
IN THE WORLD!

In addition to TWELVE there are Westbrook Luxury Lanolin FOUNDATION CREAM at 4s. 11d. and HANDMAID Lanolin Barrier Cream at 2s. 11d. and 4s. 6d. retail, inclusive.

Twelve

Whenever you use your hands  
you need **HINDS**  
to keep them lovely

**Hinds** Honey and Almond cream

SO SOOTHING \* SMOOTHING \* ECONOMICAL

In handbag size tubes—1/3: also in various sized flasks and in squeeze bottles,  
and enriched with wonder-working lanolin!

**THIS ADVERTISEMENT IS HABIT-FORMING**

PERSUASIVE advertisements like this are building a great new market for HINDS. More than ever, daughters are following their mothers — learning the one sure way to real hand beauty — forming the *habit* of using HINDS honey and almond cream whenever they've used their hands. HINDS advertisements are there behind you, making HINDS, the hand cream that profits you

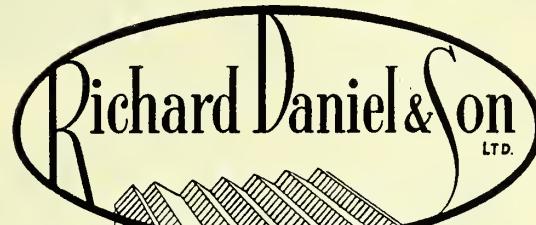
most, the one that's easiest to sell. Make it simple for yourself to sell a record quantity this year. Just use the attractive new display stand to back up the fine advertising that will reach an audience of **SEVENTY-NINE AND A HALF MILLION IN 1951!**

**Hinds** Honey and Almond cream

THE HAND CREAM THAT'S ON SPECIAL OFFER ALL THE TIME



FOR CHEMISTS



DRUGS

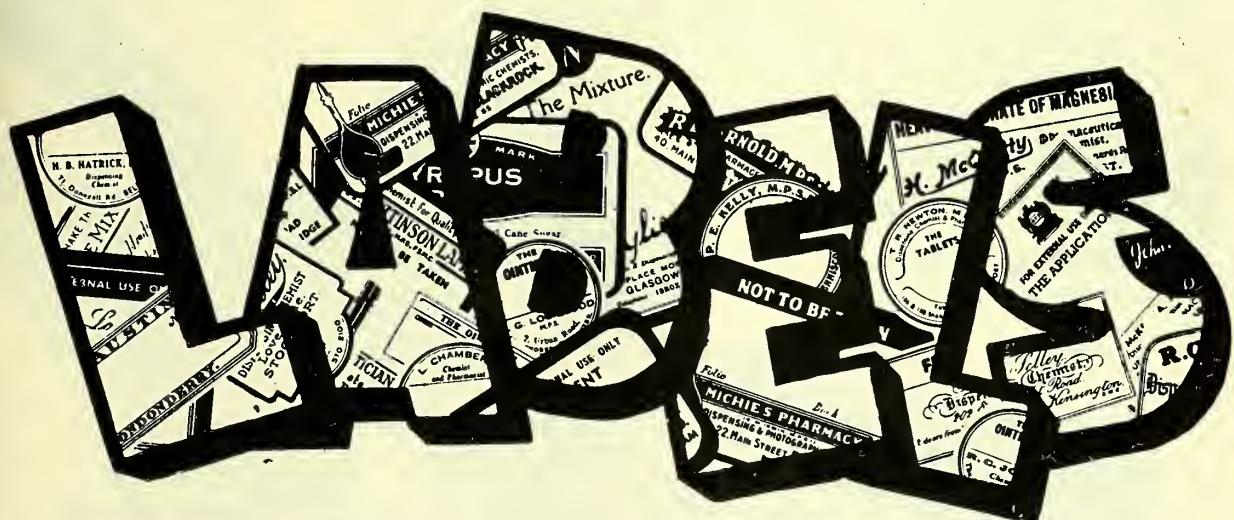
SUNDRIES

An illustration of a two-story building with a prominent chimney on the left side. The building has a gabled roof and several windows. Below the building, the words 'Manufacturing Chemists' are written in a large, elegant, cursive script.

**PILLS · TABLETS  
PROPRIETARIES**

HEAD OFFICE &amp; WORKS: MANSFIELD ROAD, DERBY. Tel: 48266 (4 lines)

BRANCH WAREHOUSE: GROSVENOR ST., ASHTON under LYNE. Tel: 2816 (3 lines)



*Chemists' Labels*  
by

THOMAS WAIDE & SONS LTD  
KIRKSTALL HILL

LEEDS

# A FIRST CLASS GIFT LINE

## Showing a Worth-while Profit



By Appointment  
Brushmakers  
G. B. Kent & Sons Ltd

It pays to make a window or counter display of the NEW MODERN GIFT DISPLAY PACKS now being supplied with all Kent-Cosby "Allure" Perfume Hairbrushes which give a worth-while profit per brush.

Many hundreds of thousands of discerning women have bought KENT-COSBY "ALLURE" PERFUME HAIRBRUSHES.

The Kent-Cosby "Allure" Hairbrush makes a wonderful gift, enables you to make a really worth-while profit, and creates quality prestige. Every day is somebody's birthday.

The  
KENT-  
COSBY  
(PATENT)

"Allure"  
PERFUME HAIRBRUSH

### THE "ALLURE" RANGE

POPULAR - - -	30/-	Retail inc. P.T.
DE LUXE		
PURE BRISTLE - -	70/-	

PERFUME ESSENCE 4/6



### ALSO MEN'S MODELS

MILITARY - - -	30/-	Retail inc. P.T.
"CLUB" - - -	32/6	
MILITARY in PURE BRISTLE - -	60/6	
"CLUB" in PURE BRISTLE - -	63/-	

NATIONAL  
ADVERTISING  
COMMENCING  
NOVEMBER

- PERFUME PAD
- REFILL TAKES OUT TO WASH
- HANDLE BACK NEVER SPOILT BY WATER
- ABSOLUTE CLEANLINESS AT BRUSH BASE

G. B. KENT & SONS LTD.  
24 OLD BOND STREET, LONDON.W.I.

Telephone: REGENT 1471-2-3

Telegrams: TRICHO, PICCY, LONDON

# "Oh for something NEW this Xmas!"

Well here is something really new at the right price, and with the right appeal to make it a really outstanding Xmas Line.

## The "Bloom of Youth" PATENTED

PRELUDE TO LOVELINESS

### MASSAGE COMPLEXION BRUSH



By Appointment  
Brushmakers  
G. B. Kent & Sons Ltd.

**What is it?** A Complexion Brush that completely removes all make-up. It is used with any high-quality toilet soap. The massage end is to tone up the skin.

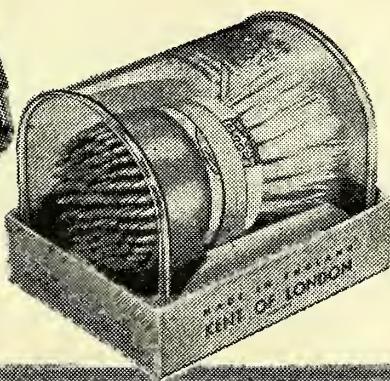
**What does it do?** Creates and Preserves a Lovely complexion. Keeps the pores and surface of the skin really clean and free from impurities.

**What does it cost?** 15/6 retail, including purchase tax—a small price that any woman would be willing to pay to keep her complexion young and beautiful.

**How is it Packed?** In individual acetate Gift Packs—the smartest you have ever seen—sent out in trays holding half a dozen. A Showcard and descriptive leaflets are included.

**Will it be Advertised?** Yes. In the widest read Women's Magazines—it has already been written up and recommended in quite a few.

**Delivery?** From stock, but please hurry as stocks are going down fast.



Use with soap and water  
instead of a face cloth



NATIONAL ADVERTISING  
COMMENCING NOVEMBER

**G. B. KENT & SONS LTD.**  
24 OLD BOND STREET, LONDON W.1.  
Telephone: REGENT 1471-2-3      Telegrams: TRICHO, PICCY, LONDON.

# You Can Make Silcot

## Still more Profitable



These  
Showcards  
Will Help  
Your Sales

All the time Silcot retailers benefit from national advertising in the women's magazines. This advertising regularly reaches over 12,000,000 women.

Now there is the additional help of a series of showcards linking up with the magazine advertising. These showcards, two of which are reproduced here, will bring to your counter the sales message which women are reading in the magazines.

Display these showcards on your counter, in your window, and make more Silcot customers. This will mean more regular assured business and more profit for you.

# SILCOT

## Sanitary Towels

Cotton-wool towels with smooth knitted covers and stitched loops. Selling at a competitive price.

MACDONALD & SON LTD., HOPE MILLS, POLLARD STREET, MANCHESTER 4

*Success  
from the word GO!*



JUNE  
1  
1946

SEPTEMBER  
1  
1951

*The  
original flavoured  
PENICILLIN  
LOZENGE*

**POTENCY** → increased to 1,000u.  
**PRICE** → maintained  
**FLAVOUR** → maintained

ORDER FROM - ALLEN & HANBURYS LTD • LONDON • E2

THE HOUSE OF ~~McGeeson~~ PRESENTS

*McGeeson*

# A NEW COLOURED FILMLET ADVERTISING **MEGGEZONES**

*This new filmlet will appear throughout the Autumn  
and Winter in leading cinemas in the following towns:—*



### ENGLAND

Barnet  
Barnsley  
Barrow-in-Furness  
Bath  
Bebington  
Birkenhead  
Birmingham  
Blackfen  
Bognor  
Bolton  
Bournemouth  
Bradford  
Brighton  
Bristol  
Bromley  
Burnley  
Bury  
Cambridge  
Chatham  
Cheam  
Cheltenham  
Chepstow  
Chesterfield  
Chorley  
Colchester  
Coventry  
Croydon  
Dagenham  
Darlington  
Derby  
Doncaster  
Dudley  
Epsom  
Exeter  
Falmouth  
Folkestone

Gloucester  
Gosport  
Guildford  
Halifax  
Hanley  
Harrogate  
Hastings  
Henley  
Horsham  
Hounslow  
Hove  
Huddersfield  
Hull  
Ipswich  
Keighley  
Kettering  
Kingston  
Leamington Spa  
Leeds  
Leicester  
Leigh  
Leigh-on-Sea  
Liverpool  
London (West End)  
Lowestoft  
Luton  
Manchester  
Mansfield  
Margate  
Middlesbrough  
Morecambe  
Newcastle-on-Tyne  
Northampton  
Nottingham  
Norwich  
Nuneaton  
Oldbury  
Oldham

Paignton  
Peterborough  
Portsmouth  
Plymouth  
Reading  
Rochdale  
Rochester  
Romford  
Rotherham  
Rugby  
St. Albans  
St. Leonards  
Salisbury  
Sale  
Salford  
Scarborough  
Sheffield  
Smethwick  
Southall  
Southampton  
Southend  
Southsea  
South Shields  
Stockport  
Stoke-on-Trent  
Stroud  
Sunderland  
Surbiton  
Sutton  
Swindon  
Taunton  
Thornton Heath  
Throckley  
Torquay  
Twickenham  
Wakefield  
Wallasey  
Walsall

Warrington  
West Bromwich  
West Hartlepool  
Weston-Super-Mare  
Weymouth  
Wigan  
Whitley Bay  
Wolverhampton  
Worcester  
York

### SCOTLAND

Ayr  
Edinburgh  
Fraserburgh  
Glasgow  
Greenock  
Inverness  
Kirkcaldy  
Perth  
Renfrew

### WALES

Barry  
Cardiff  
Colwyn Bay  
Ebbw Vale  
Llanelli  
Neath  
Newport  
Pontypridd  
Swansea

### EIRE

Cork  
Dublin  
Limerick

*This film advertising is in addition to the advertising in national and provincial newspapers which your customers will see. Be sure that you have stock.*



# POWDERED DRUGS

Over a century's experience  
goes into the milling of our:

**DIGITALIS  
IPECAC.  
BELLADONNA  
RHEI  
LIQUORICE  
ALOES  
GENTIAN**

Send us your enquiries and orders



**STAFFORD ALLEN & SONS LTD., Wharf Rd., London, N.I. CLErkenwell 1000**

For every household's  
medicine cupboard



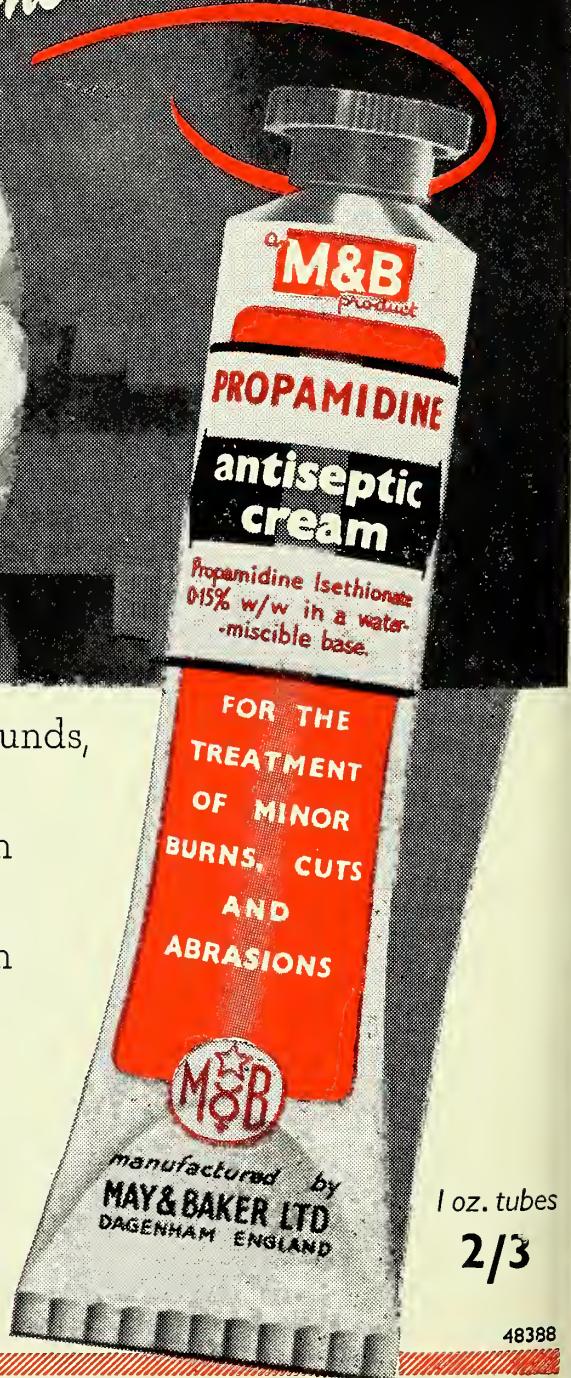
the safe and effective antiseptic for wounds, cuts, burns and abrasions.

**Bonus Terms** of thirteen to the dozen in return for display services.

**Attractive Showcards** available on request.

# PROPAMIDINE CREAM M&B

manufactured by:  MAY & BAKER LTD



distributors: PHARMACEUTICAL SPECIALITIES (MAY & BAKER) LTD., DAGENHAM

# PRICE REVISION

As from 3rd September, 1951

*Mene* and *Menex*

REGD.

REGD.

## SANITARY TOWELS

*Mene*

REGD.

WITH "SEWN-ON" LOOPS AND MOISTURE-PROOF BACK

				Trade Per Gross Towels		Selling Price per doz. Towels
No. 0	...	...	...	23/5	...	2/6
No. 1	...	...	...	26/6	...	2/10
No. 2	...	...	...	32/9	...	3/6
No. 3	...	...	...	42/1	...	4/6
No. 4	...	...	...	51/6	...	5/6

*Menex*

REGD.

WITH "TIED-ON" LOOPS AND MOISTURE-PROOF BACK

				Trade Per Gross Towels		Selling Price per doz. Towels
NEW XO	...	...	...	21/10	...	2/4
STANDARD	...	...	...	23/5	...	2/6
POPULAR XI/T	...	...	...	24/11	...	2/8

WITH PATENT DETACHABLE "SEWN-ON" LOOPS AND MOISTURE-PROOF BACK

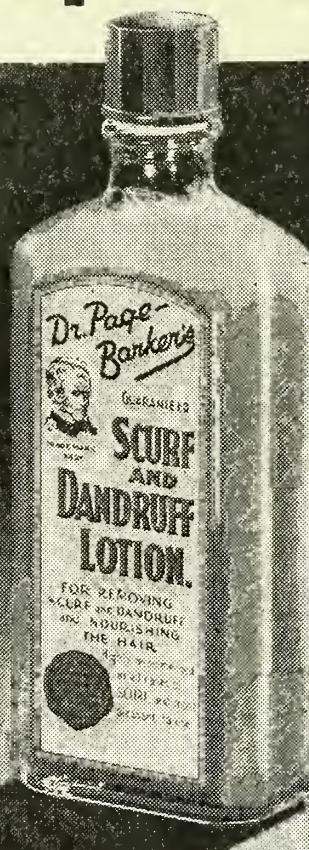
POPULAR XI/S ... ... ... 25/10 ... 2/9

Manufactured by

**ROBINSON & SONS LTD.**

CHESTERFIELD & LONDON

# Stops Scurf



## Page-Barker's SCURF AND DANDRUFF LOTION

Trade 20/- dozen

Tax one-third

Retail 3/4 P.A.T.A.

Money Back  
Guarantee  
on every bottle!

\* Sole Distributors to the Chemists' Trade—  
**THOS. CHRISTY & CO. LTD.**  
NORTH LANE, ALDERSHOT, HANTS.

Sole Agent for Eire—

**A. W. MAGENNIS LTD.**  
65 MIDDLE ABBEY ST. DUBLIN

Sole makers and proprietors—

**THE ILEX SUPPLY CO. LTD.**  
252b, GRAY'S INN RD., LONDON, W.C.1

P.A.T.A.

C.F.

## Dr. Hair's ASTHMA REMEDY

### PRICE INCREASE

The proprietors of this world-renowned remedy regret that increased costs of production make certain increases in price necessary from October 1st 1951. Trade Notices (P.A.T.A. & C.F.) will give details of the increases. Display discounts maintained.

**Dr. HAIR'S PROPRIETARIES LTD.**  
Stanwell Moor, Staines, Middlesex

**REBOC LTD.**  
MANUFACTURERS OF  
**VITAMIN D<sub>3</sub>**

Enquiries  
to

SALES OFFICE,  
629, TOWER BUILDING,  
WATER STREET,  
LIVERPOOL 3.

LABORATORIES · GREENFORD · MIDDX

# ‘Eskamel’

for the treatment of acne

‘ESKAMEL’ is specifically designed for the treatment of acne. It presents sulphur and resorcinol in a grease-free, flesh-tinted vehicle.

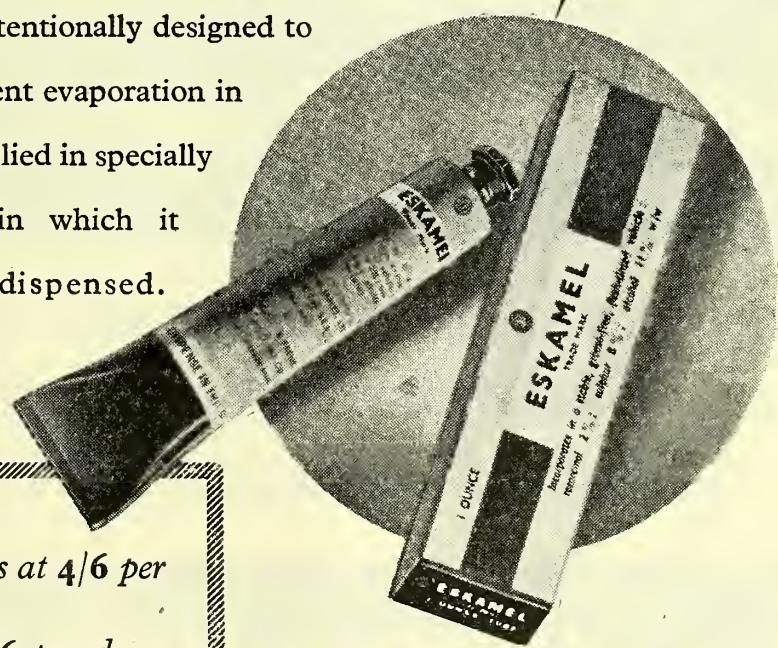
When applied to the skin, ‘Eskamel’ is almost invisible. It provides a mask for unsightly acne lesions. It leaves a smooth, soft film on the skin that does not crack or cake, or clog the pores. With ‘Eskamel’, improvement normally occurs, not in weeks or months, but in a matter of days.

*Formula : Resorcinol 2%, Sulphur 8%, in a stable, grease-free, flesh-tinted base.*

**NOTE :** ‘Eskamel’ is intentionally designed to dry quickly. To prevent evaporation in the package, it is supplied in specially lined 1-oz. tubes, in which it should always be dispensed.

‘ESKAMEL’ retails at 4/6 per tube

Trade price: 32/6 per doz., plus Purchase Tax 10/10



MENLEY & JAMES, LIMITED, 123 Coldharbour Lane  
London, S.E.5  
for Smith Kline & French International Co., owner of the  
trade mark ‘Eskamel’  
EMT61

**KEEN ROBINSON  
& COMPANY LIMITED**

wish to advise the trade  
that as from 24th September  
the consumer prices of their

**ROBINSON'S  
'PATENT' BARLEY**

will be increased as follows

**1 lb. tin . . . 2'9d.**

**½ lb. tin . . . 1'6d.**

CVS.26



**REGULAR ROAD DELIVERIES**

*In the West of England and  
South Wales Areas*

*The House in the West for all  
Chemists' Supplies*

Send us your orders for prompt and  
careful attention.

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BRISTOL**

Manufacturing and Wholesale  
Chemists

Telephone:  
BRISTOL 21381

Telegrams:  
FERRIS, BRISTOL

*Stemco Limited for  
high class petroleum products*

**LIQUID PARAFFIN, B.P. • LIGHT LIQUID PARAFFIN, B.P. •  
WHITE OILS • WHITE & YELLOW PETROLEUM JELLIES, B.P. •  
LIQUID PARAFFIN EMULSIONS, B.P. and B.P.C.**

Prices and Pack details from

**STEMCO LIMITED**

128/132 ALBERT STREET, CAMDEN TOWN, N.W.1



## NEW PRODUCTS AND NEW PACKS!

Backed by even more advertising during the Autumn, Blue Orchid "Perfume Harmony" products make their bow in a new dress! Make sure you are stocked to meet the demand—and make sure of seeing the new packs when our representative calls!

*Delavelle*

35 OLD BOND STREET, LONDON, W.1  
Orders to: 38-46 Orsman Road, London, N.1.

*A typical Blue Orchid Christmas pack containing the new perfumed Cologne and Toilet Soap, retail price 7/11d.*

# Announcing the New Formula T.C.P. Tooth Paste

• New Peppermint flavour • New toothcleaning properties

• New distinctive Carton & Tube

**A**N ENTIRELY new T.C.P. Tooth Paste has now been introduced. Its tangy new peppermint flavour, and outstanding toothcleaning properties, have been endorsed by over 1,000 consumer tests. And it contains T.C.P.—well known for its value as an anti-septic for the mouth and gums.

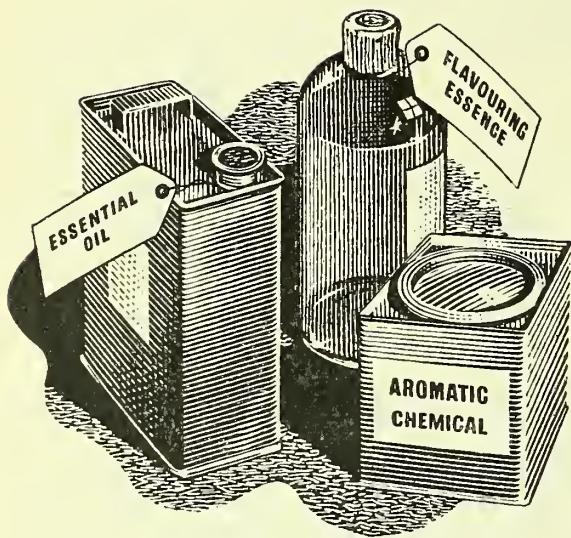
This new T.C.P. Tooth Paste will command a ready sale among all who know the value of T.C.P. And, as it is a C.F. Line, your recommendation of T.C.P. Tooth Paste will bring business back to you.

Why not include some in your next order? 13-to-the-Dozen Display Bonus Terms on orders for 3 Dozen and over.



BRITISH ALKALOIDS LIMITED, Pinners Hall, Austin Friars, London, E.C.2.

## THE TASTE AND THE AROMA



Essential Oils · Perfumery Oils & Compounds  
Aromatic Chemicals · Flavouring Essences  
Crude Drugs · Botanicals · Balsams · Gums  
and all chemicals.

The consumer is indeed a "funny animal" as you are aware; tickle his fancy, palate and nose, and he will ask for more, and ask for a product by name.

Cater to this demand, fulfil his exact requirements by making sure your flavouring and aromatic compounds are of regular high quality and standard.

From our large stocks, orders can be quickly dispatched, and if you are not already a client of ours, write to us now for our latest price list, which will be sent you free of charge.

# H·E·DANIEL LTD

ST. BERNARD WORKS, STONEY LANE, LONDON, S.E.19

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Cables: Hanseda, London



**M&W**  
for  
*Better Value*  
**PILLS**  
**TABLETS**  
**CAPSULES**  
**LOZENGES**  
**SUPPOSITORIES**

Quotations on request

**MATTHEWS & WILSON LTD.**  
ESTD. 1899  
6-8 COLE ST., LONDON, S.E.1.  
TELEGRAMS: PILLEOLUM, SEDIST, LONDON · PHONE: HOP. 2478

## BIGGER SALES From Old-established Baby Remedy

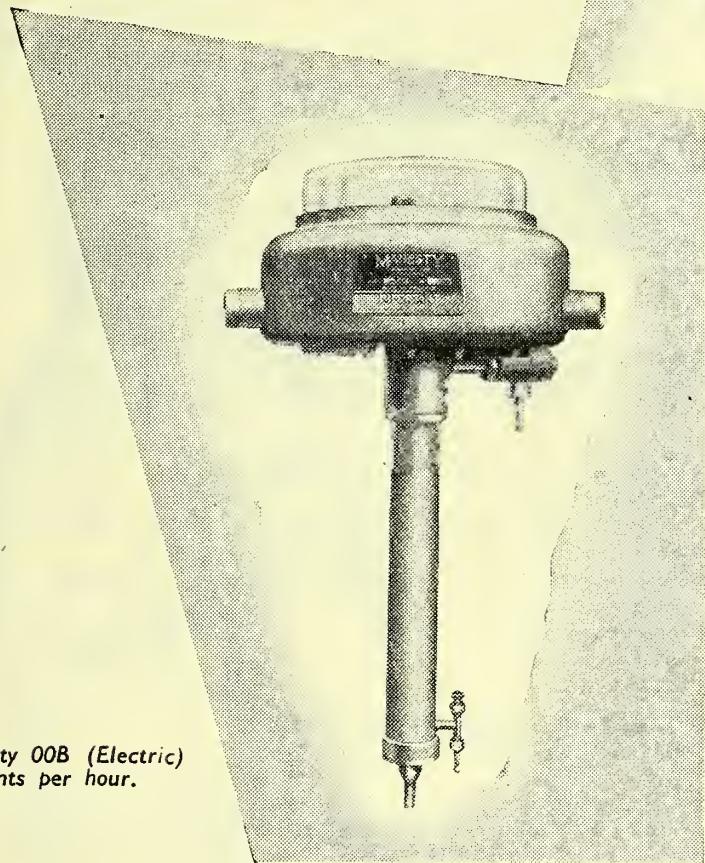
OUR new National Publicity has special appeal to mothers, reaching at least 20 million of them, through Women's Magazines and the Daily and Weekly Press. Be ready to meet the large demand by building-up your stocks of Nurse Harvey's Mixture now. It's a best seller! Display material is available on request.



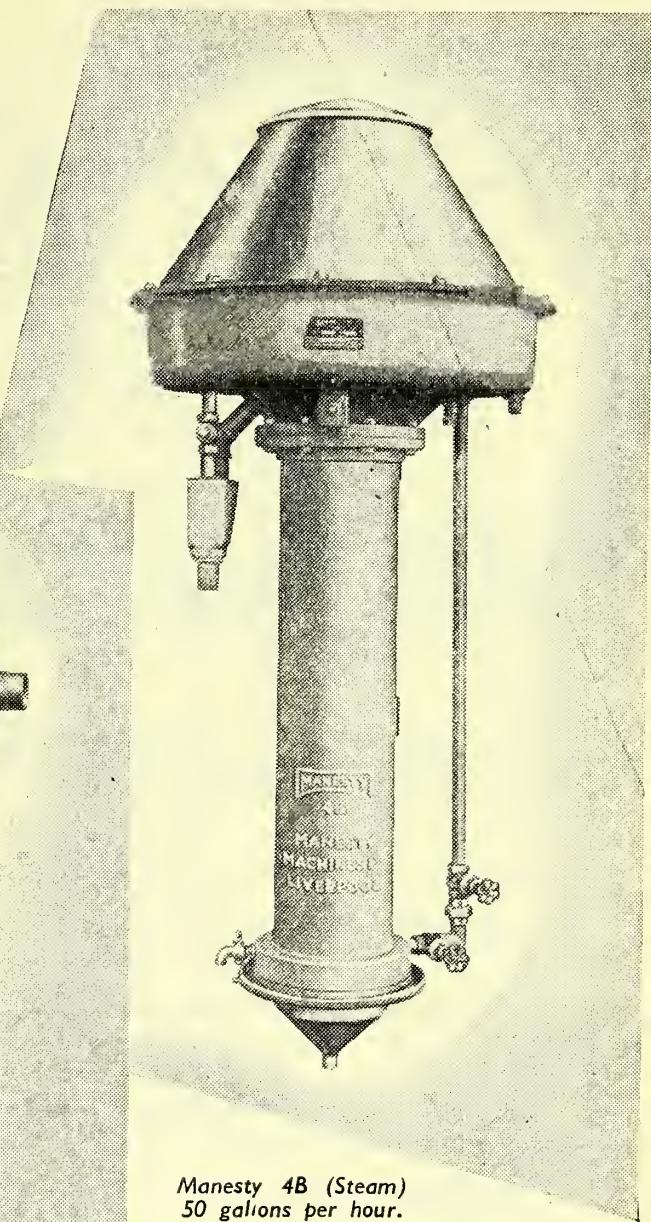
**NURSE HARVEY'S BABY POWDER** (with olive oil) is rapidly gaining popularity. Be sure to include a supply in your next order.

**O. SCRUTON & CO., LTD.** Barker Lane, York

# ONLY A STILL WILL GIVE YOU DISTILLED WATER



Manesty 00B (Electric)  
-8 pints per hour.



Manesty 4B (Steam)  
50 gallons per hour.

**MANESTY STILLS**  
are available with  
outputs from 2 pints—  
50 gallons per hour.

Electric, Gas, Steam and  
Paraffin Heating.

If you want genuine distilled water, there's only one way to get it—by using a still. Whatever your process, a reliable and economical source of highest quality distilled water is always at hand when you install a MANESTY Automatic Water Still. Users of distilled water the world over acknowledge the special virtues of MANESTY Stills, for they give maximum efficiency at minimum cost.

*British made by Manesty Machines Ltd., A member of the Holroyd Engineering Organisation.*

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TABLET MACHINES . COATING PANS . GRANULATORS . MIXERS . PUNCHES AND DIES

# Bottle-fed babies-



## THE Pharmacist's *advice*

Confronted, as he often is with a request for advice upon digestive disturbance when baby is bottle-fed, the Pharmacist may confidently recommend the use of \* 'Milk of Magnesia'.

This antacid laxative checks the formation of indigestible protein curds and enables digestion to proceed with comfort.

Thus the baby is contented, receives full nutritional value from each feed and thrives.



# 'MILK OF MAGNESIA'

REGD. TRADE MARK \*

THE CHAS. H. PHILLIPS CHEMICAL CO. LTD.,

179, Acton Vale, London, W.3.

# Two Great Nations Combine

TO BRING TO YOU THE SOAP THAT GIVES  
AMAZING TOP-TO-TOE PROTECTION NIGHT & DAY  
CIDAL, the high-grade, pleasantly perfumed toilet soap, contains Hexachlorophene, a recently developed germicide, proved and tested in America, which leaves a thin protective film on the skin after washing. CIDAL destroys bacteria responsible for perspiration and body-odours, remaining effective throughout day and night, and reduces the incidence of acne (blackheads), boils, athlete's foot, etc., keeping the user's skin fresh and healthy.

- \* Acclaimed by American women
- \* Recommended by Doctors
- \* Now available in Great Britain
- \* 1½d per Tablet only

It's the HEXACHLOROPHENONE that ensures a fresher  
more confident YOU... Ask your Doctor, he'll tell you!

CIDAL

THIS  
ADVERTISEMENT

LIVERPOOL

ANNOUNCES  
A NEW GERMICIDAL SOAP  
COSTS 1½d PER TABLET ONLY

Customers will be asking YOU for Cidal—the new toilet soap with a big difference which, by virtue of its unique and advantageous properties, creates new sales opportunities.

## WHAT IS HEXACHLOROPHENONE ?

Hexachlorophene (2:2'—dihydroxy—3:5:6:3':5':6'—hexachlorodiphenylmethane) is a recently developed germicide tested extensively in America. Colourless, odourless, non-irritant and non-toxic, it has the valuable property of being retained on the skin. 125 times more efficient than carbolic acid at 37 C. against *Staphylococcus aureus*, it possesses a high dilution coefficient.

## WHY IS CIDAL SOAP REALLY NEW?

Cidal Soap, because of the Hexachlorophene content, penetrates inside the deep folds and pores of the skin normally untouched by ordinary soap, attacking the resident bacteria which include such pathogenic types as *Staphylococcus aureus*. The thin film of Hexachlorophene which remains on the skin affords effective protection at all times.



MADE FOR BRITISH FAMILIES BY

**J. BIBBY & SONS LTD**  
LIVERPOOL • 3

# SPECIAL ANNOUNCEMENT

## TO RETAILERS

by

### RELIANCE RUBBER COMPANY LIMITED

For many years this Company has enjoyed the support of retailers up and down the country and has had the privilege of supplying their requirements direct.

Faced as we are with the continual rise in costs, not only of raw materials, but especially of packaging and freight, we have been forced to accept the fact that the extra expense involved makes the handling of small consignments unprofitable. As a consequence, we are afraid that it will not be possible to accept any further orders in the future direct from retailers. The only alternative to this course of action would have been to increase prices, which in our view is to be avoided by every possible means at the present time, and which, if followed, would not be in the interests of any of us.

We are very grateful for your support in the past, and we hope you will continue to purchase your requirements of Reliance manufactures through your usual wholesale supplier.

It goes without saying that all orders at present on our books from our retailer customers will be implemented, subject, of course, to availability of raw materials.

RELIANCE RUBBER COMPANY LIMITED

## NATION-WIDE ADVERTISING

EXTENSIVE CAMPAIGN EMBRACING NATIONAL & PROVINCIAL PRESS  
14,000,000 PEOPLE WILL SEE AND READ THE ADVERTISEMENTS FOR

# SOLAZZI

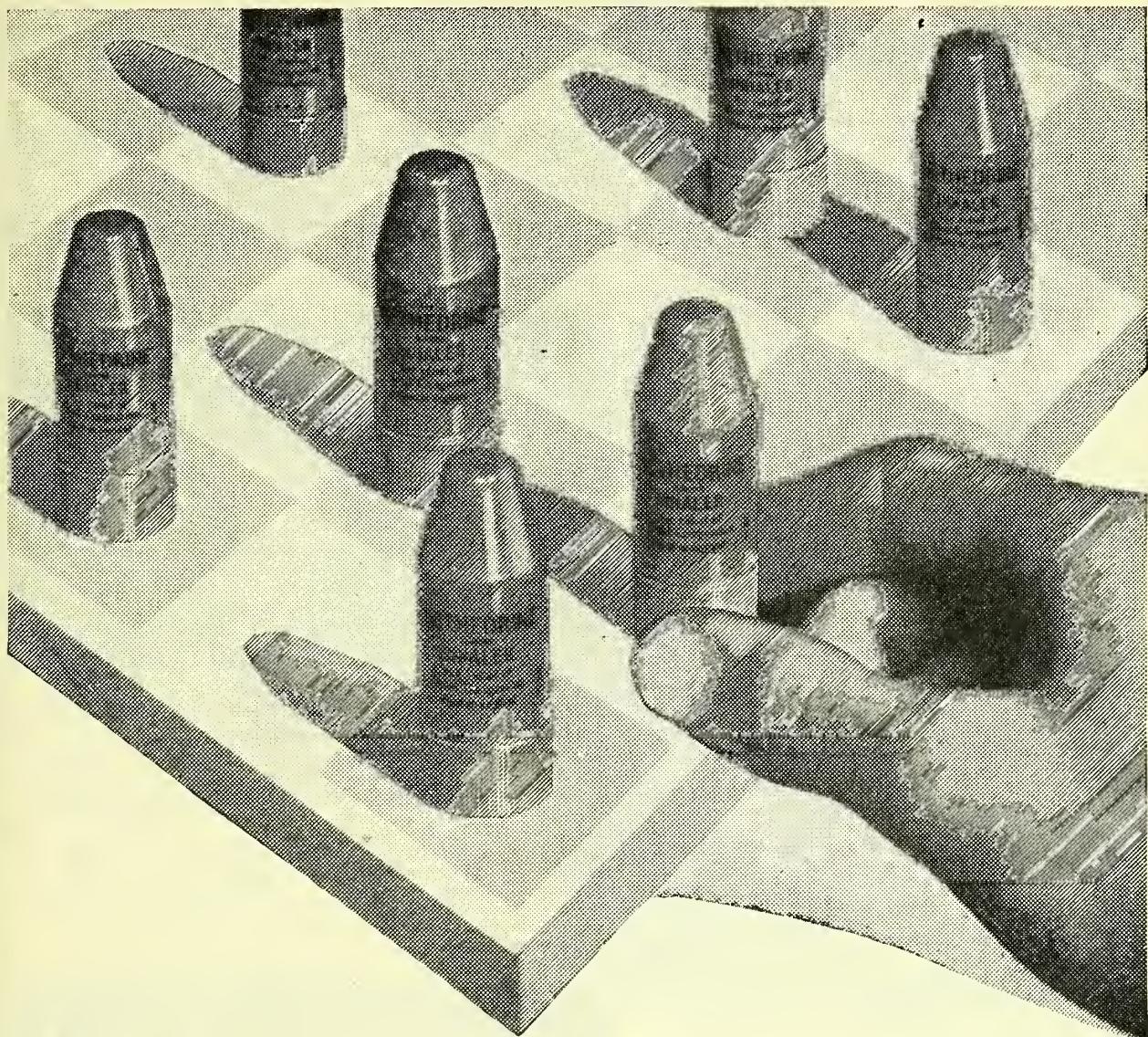
which in Pharmaceutical circles  
has become synonymous with

# LIQUORICE

- Famous for over 150 years.
- Manufactured from the finest liquorice root grown on the Solazzi Estates in Calabria.
- Recommended and sold by chemists as a reliable, simple, homely remedy for Coughs, Colds and affections of the throat and chest.

MAKE SURE  
YOU HAVE  
AMPLE SUPPLIES

1 oz. and 4 oz. Sticks available.  
FROM ALL WHOLESALERS



***A prudent move  
for profitable trade***

Review your stocks of the 'Methedrine' Inhaler. Order now to meet the seasonal demand. By so doing you will make a prudent move in winning profitable trade. Available in three gay colours, the 'Methedrine' Inhaler will be sent you smartly cartoned in display-outers holding 24. Also at your service to stimulate sales are a striking display-stand and a showcard.

BONUS TERMS: one 'Methedrine' Inhaler free with every 24 you order.

RETAIL PRICE: 2/- plus 6d. purchase tax.

***The 'METHEDRINE' INHALER***

BRAND



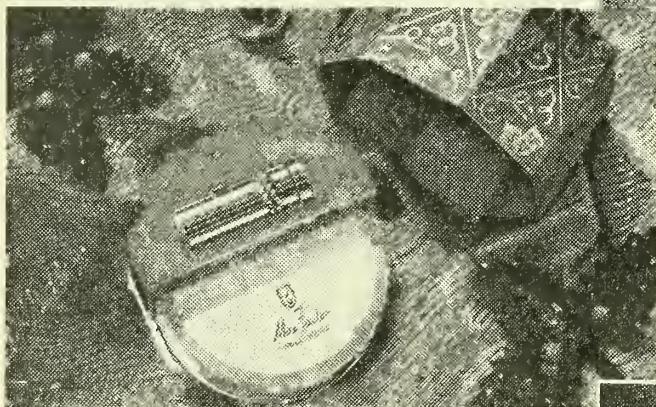
BURROUGHS WELLCOME & CO. (*The Wellcome Foundation Ltd.*) LONDON

# Here are **5** good reasons why your customers will want these gifts



Beautiful "gifty" gift

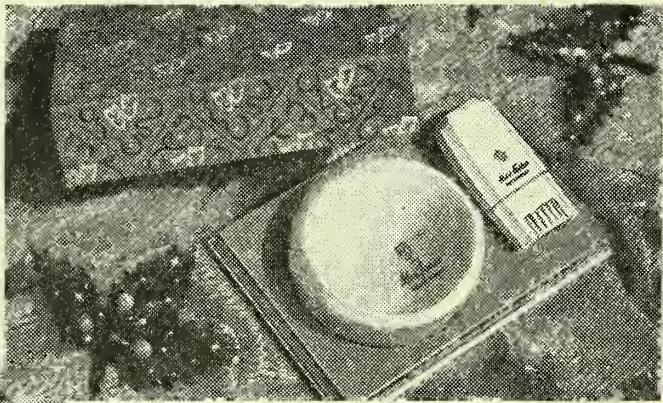
wraps in red and gold.



4 A price range to meet  
the needs of every pocket.



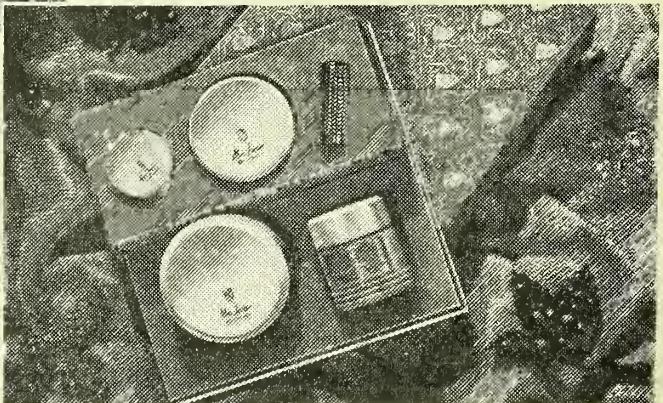
5 AND REMEMBER,  
EACH CONTAINS MAX  
FACTOR HOLLYWOOD  
MERCANDISE!



2 NO CHARGE for their  
brilliant presentation packaging.



3 Each is ready for  
immediate giving.



# Max Factor

HOLLYWOOD

"The House of Firsts"

MAX FACTOR HOLLYWOOD & LONDON (SALES) LTD., 16 OLD BOND ST., LONDON W.I



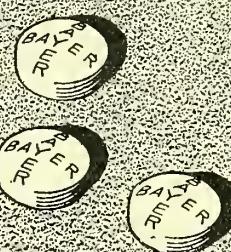
# FESTIVAL VISITORS WILL EXPECT...

IN AMERICA, and in the British Commonwealth overseas, BAYER Aspirin is a household word. Festival tourists will be people accustomed to see it on sale, accustomed to buy it.

Show them the name BAYER in the window, on your counter. Sell them BAYER—

## THE ASPIRIN THEY KNOW BEST

# BAYER ASPIRIN



*The Cleanser for every need.*

# LINAPOL

This universal liquid cleanser is now available for household use. Invaluable for the weekly wash, washing-up and general household cleaning. Retails in big 20 oz. bottle at 1/6.

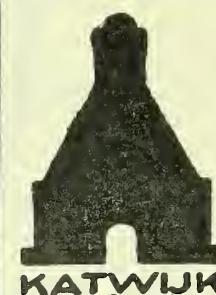


## HYDROGEN PEROXIDE

10 and 20 volumes in bottles. A wide range of packs and labels available.



*Genoxide*  
LIMITED  
LUTON



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CHEMISCHE INDUSTRIE

**“KATWIJK”**

KATWIJK - AAN - ZEE  
HOLLAND

Producers of :

**CAFFEINE AND SALTS**

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**THEOBROMINE AND SALTS**

**PENTAMETHYLENETETRAZOL**  
(Syn. LEPTAZOL B.P.)

**DIPHANTOINE (DIPHENYLHYDANTOINE)**  
PURE, SODIUM AND CALCIUM

London Agents :

**GREYER, BRECHEISEN & CO., Ltd.**  
BUSH LANE HOUSE, CANNON STREET,  
LONDON, E.C.4. Telephone: MAN 9030

Calcutta Agent :  
H. D. NAG, 36 Beniatala Lane, CALCUTTA

## BURNSIDE'S EUCALYPTUS OILS

Distilled in Australia by the largest distillers and refiners of Eucalyptus Oils in the world.—W. K. BURNSIDE, PTY., LTD., MELBOURNE, AUSTRALIA

80/85% B.P.

Oil Euc. Dives 40/45%

Oil Euc. Citriodora

70/75% B.P.

Piperitone 90/95%

Oil Euc. Phellandra

..... Phellandrene .....

UNIFORMITY OF QUALITY . . . . . CONSISTENCY OF ODOUR

Agents for U.K. : **WILSON & MANSFIELD, LTD., 15 Philpot LANE, LONDON, E.C.3**

Phone : MANSION HOUSE 9264-5-6

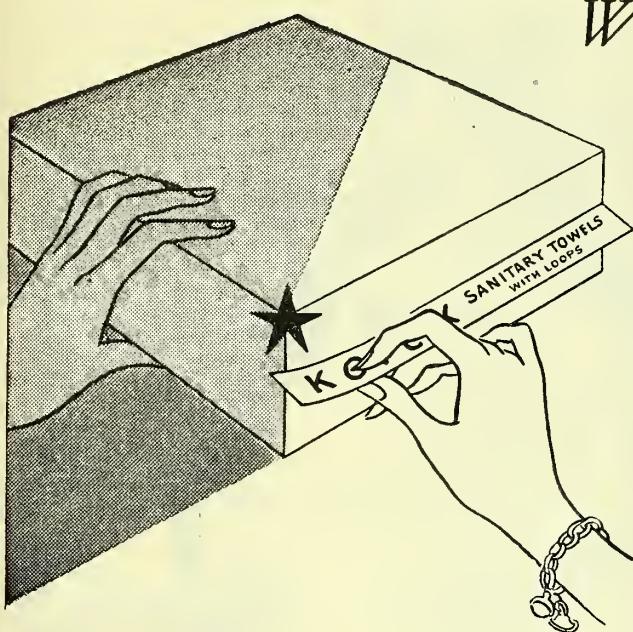
(WHOLESALE ONLY)

Grams : WYFIELD, LONDON

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(Bulk  
Supplies  
Only)

THE BRITISH DYEWOOD COMPANY LIMITED  
19 St. VINCENT PLACE, GLASGOW, C.1



★ Simply remove the perforated strip and the plain box is ready for sale.

Women prefer

# KOTEX

## SANITARY TOWELS (WITH LOOPS)

Because demand exceeds supply, please do not blame your wholesaler should he be unable to meet your requirements.

CELLUCOTTON PRODUCTS LTD., 33/34 AYLMER PARADE, LONDON, N.8

**BRITISH  
MADE** **AMPOULE FILES**  
are now available

We are now in a position to manufacture large quantities of Ampoule Files and invite inquiries

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LTD.**

**"FLEET" WORKS  
QUEEN'S ROAD, SHEFFIELD, 2**

## GUM TRAGACANTH

### GUM KARAYA WHOLE AND POWDERED

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DIRECT IMPORTERS  
Plantation House  
MINCING LANE, LONDON, C.3  
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Manufacturers of all kinds of  
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Carbon Steel—  
Chromium Plated.  
Lever action,  
accurately aligned.  
Hand ground cutting edges.

Wholesale and  
Export only





## STERLING BRAND CHEMICALS

As one wise bird to another, it's "purity" and "quality" that count in chemicals. Every Sterling Chemical is PURITY TESTED for standard reliability—that is why it is safe to specify Sterling Brand Chemicals which have been giving satisfaction for more than a hundred years. Thomas Tyrer & Co. Ltd., are always pleased to investigate the manufacture of any unusual chemicals to suit the needs of any particular industry.

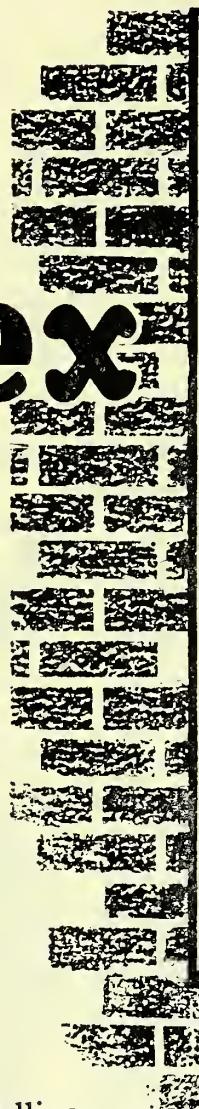
**THOMAS TYRER & COMPANY LIMITED**  
STRATFORD, LONDON, E. 15

# Tintex

will step up  
**YOUR  
SALES!**

Tintex the world's largest selling Home Dye is in even greater demand as clothing prices rise. Tintex successfully dyes practically every kind of material — silk, woollen, cotton, rayon, nylon etc.

Tintex Dyes are backed by nation-wide publicity. New Posters everywhere feature the "Tintex Girl", now in demand as a fancy dress pattern. Consistent Press advertising in National Newspapers and 29 women's magazines, ensures that most of Britain's 20 million



women know about Tintex. Our counter displays and literature maintain Tintex as the fastest seller. *Stock up with Tintex Home Dyes NOW.*

**FLASH!** Tintex DYE - WHITE the sensational new WHITE DYE makes whites whiter.

*It pays to stock* **Tintex HOME DYES**

THE WORLD'S LARGEST SELLING HOME DYE

TINTEX DYES LTD., Tintex House, 131 High Street, CROYDON.



case

CONTAINER

# not dismissed...

fresh evidence has come to hand to prove that the case in question must be asked to undergo further trials.

By that we mean that the case of these cases (or containers), and their acute shortage owing to the near-impossible raw material position, is of national importance. Today, to facilitate fresh supplies of goods for you, each container should be stored for collection by the C.R.S van—and re-use.



## *recovery service*

S.P.D. LIMITED, 3-5 SALISBURY SQUARE, LONDON, E.C.4.

CRS 71A 1062

# EDME 'Autumn Sun'

EXTRACT OF MALT  
WITH COD LIVER OIL (B.P.)  
WITH FLAVOURING

**THE CHOICE OF THE FIRST CLASS CHEMIST**

EDME LIMITED, IMPERIAL HOUSE, 84-86, REGENT STREET, LONDON, W.1  
Phone: Regent 5563-4. Grams: Edme, Piccy, London. Works: Mistley, Essex

## Firm Favourites *with all the family*

Every woman wants bathtime luxury and day long freshness — sell her delicately perfumed mildly medicated Cuticura Soap and Talcum Powder. Many of your customers have a "problem skin" — Cuticura Ointment is the perfect answer.

Baby loves the soothing comfort of mildly medicated Cuticura Soap, Talcum, Ointment. Recommend Cuticura for chafing and nappy rash, and convince all careful mothers that nothing else will do for baby's tender precious skin.

Men customers are won by the smooth comfort of Cuticura mildly medicated Shaving Stick, in smart plastic container, and will return again and again for refills.

**Cuticura**  
MEDICATED & TOILET  
SOAP · OINTMENT · TALCUM · SHAVING STICK

**WISE CHEMISTS STOCK AND DISPLAY**

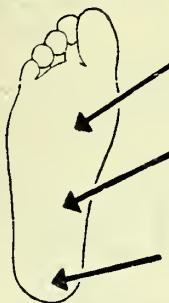
**THIS WIDELY ADVERTISED FAMILY RANGE—NOW IN ATTRACTIVE DISPLAY OUTERS**

**British Distributors:** NEWBERRY & PHILLIPS LTD., 203 Victoria House, London, W.C.1. Phone: HOL 1564  
**Manufacturers:** POTTER DRUG & CHEMICAL CORPORATION, 205-207 Victoria House, London, W.C.1.

# "Like Walking on Pillows"

The New Idea in foot comfort that captures the imagination—  
makes everyone with tired, aching, tender feet want to wear—

## Dr Scholl's NEW AIR-PILLO Insoles



1. Relieve Painful Callouses  
Tenderness
2. Give Feet Soft Bed to Rest  
Upon—Eases Pressure on  
Nerves of Feet
3. Cushion Sore Heels,  
Keep Feet Cool in Summer,  
Warm in Winter

### NATIONAL PUBLICITY!

Now introduced in the Dr. Scholl  
Powerful National Advertising

A Sales Sensation! They sell  
on sight and sell on touch.  
Let the public see and feel  
the amazingly soft LATEX  
FOAM. Display on counter.

RETAIL

W'SALE

**3'9 pair : 29'6 doz.**

**PROFIT 34·4%**

**NO PURCHASE TAX !**

**FREE Metal Display Stand**

With Introductory Order for  
3 doz. Assorted Sizes.

Dr. Scholl's AIR-PILLO 29/6 doz.

Sizes :

Men's 6—12      Women's 2—8

**ORDER TODAY !**

Attractive Showcards for window display free on request.

THE SCHOLL MFG. CO. LTD., 182-204 ST. JOHN STREET, LONDON, E.C.1



## TWO PROFITABLE LINES

“RED BAND”  
BISMUTHATED MAGNESIA



“TOXORB”  
POWDER AND TABLETS

SOLE MANUFACTURERS AND SELLING AGENTS

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DRUGS

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GUMS      OILS      WAXES

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BOTANICAL DRUG AND SPICE IMPORTERS

DRUG AND SPICE MILLERS

7 LEATHER MARKET, LONDON, S.E.1

### “RED BAND” MAGNESIA

Size	Cost incl. P. Tax	Gross Profit on Sale
7d.	4/8 doz.	33 $\frac{1}{3}$ %
1/-	6/8 "	44%
1/8	13/4 "	33 $\frac{1}{3}$ %

### “TOXORB” (Powder & Tablets)

Size	Cost incl. P. Tax	Gross Profit on Sale
2/-	16/8 doz.	30%
3/6	29/4 "	30%

SOLE MANUFACTURERS AND SELLING AGENTS

**CALLANDER & TULLY LTD**

**9 VICTORIA STREET, EDINBURGH 1**

Telegrams “Calantul, Edinburgh”

**NATIONAL FORMULARY  
1949**

**PASTILLES  
and LOZENGES are  
always in ample  
supply from**

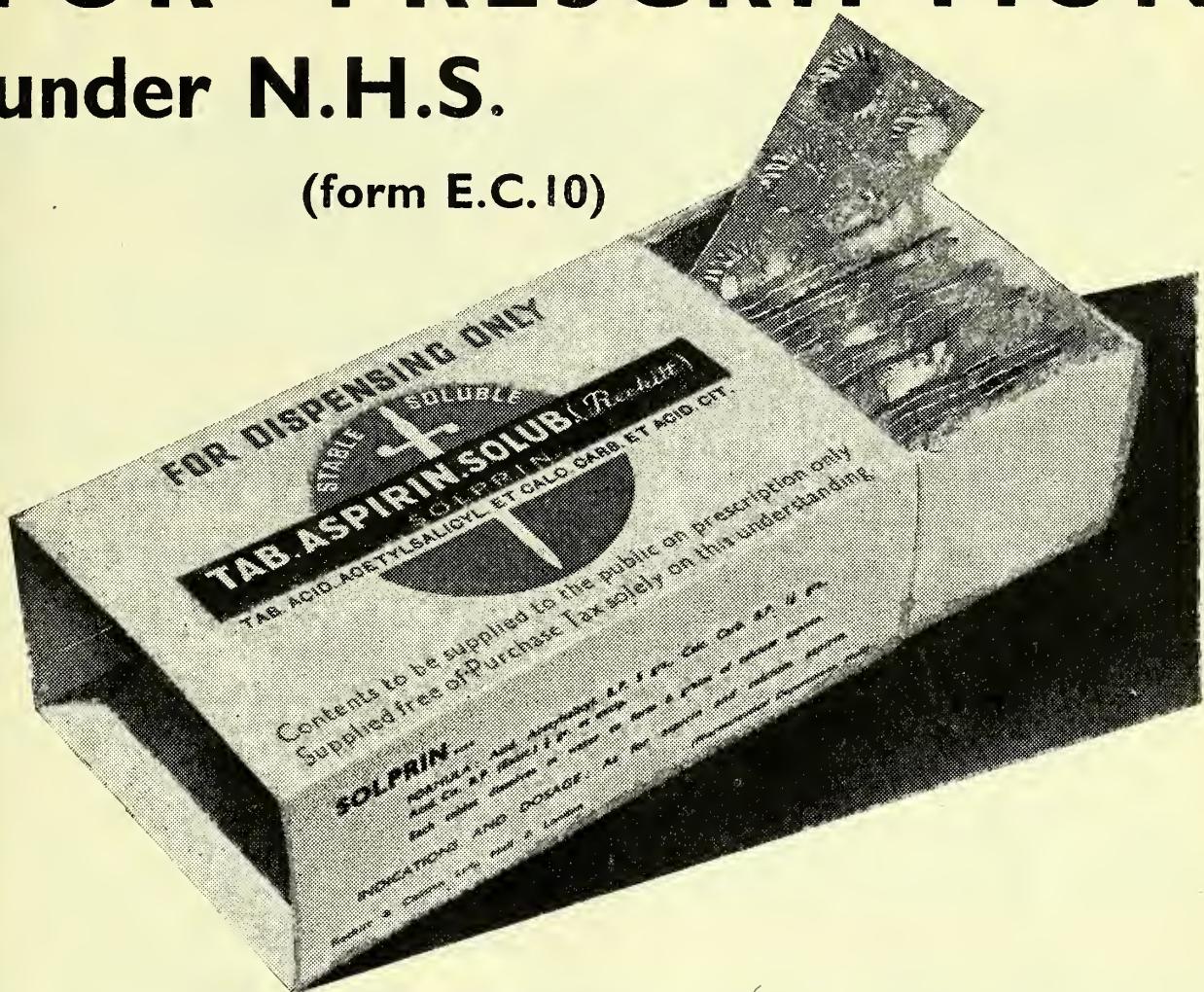
**ROBERT GIBSON  
& SONS LIMITED**

MANCHESTER & LONDON

*Manufacturers of*  
“MECCA” COUGH PASTILLES  
*and*  
GIBSON’S CHOCOLATE WORM CAKES

# FOR PRESCRIPTION under N.H.S.

(form E.C.10)



RECKITT' & COLMAN LIMITED announce the introduction of 'Solprin', a soluble aspirin for the dispensing of prescriptions. Solprin is not advertised to the public.

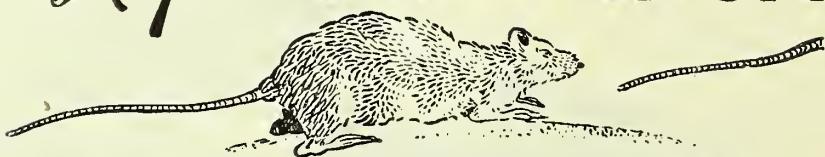
The problem of prescribing calcium aspirin free from decomposition products is solved. Solprin, a stable preparation in tablet form, combines the

convenience of aspirin tablets with the therapeutic advantages of pure calcium aspirin. Its analgesic, sedative and anti-rheumatic properties, and the fact that even in large amounts it is unlikely to produce gastric disturbances, have been confirmed over a period in clinical trials carried out in leading hospitals.

**The SOLPRIN prescription pack** contains 300 tablets, air sealed in foils of 6. Price 7/- per box (free of P.T.)

AVAILABLE IN THE U.K. AND NORTHERN IRELAND ONLY

When your customers  
ask for **RAT POISON**



*you are safe in selling*

**RODINE** **PHOSPHORUS**  
or **RED SQUILL**

With RODINE there is no hit or miss — each and every batch is laboratory tested to ensure the strength and biological activity of the toxic chemicals employed.

**RODINE**

P.A.T.A.

**SOUND PROFITS TO YOU  
AND YOUR CUSTOMER**

Sole Makers :

**THOMAS HARLEY LTD.**  
**PERTH, SCOTLAND**

# METAL CLOSURES

Submit coloured sketches for your decorated closures

design and make all the necessary tools and gauges

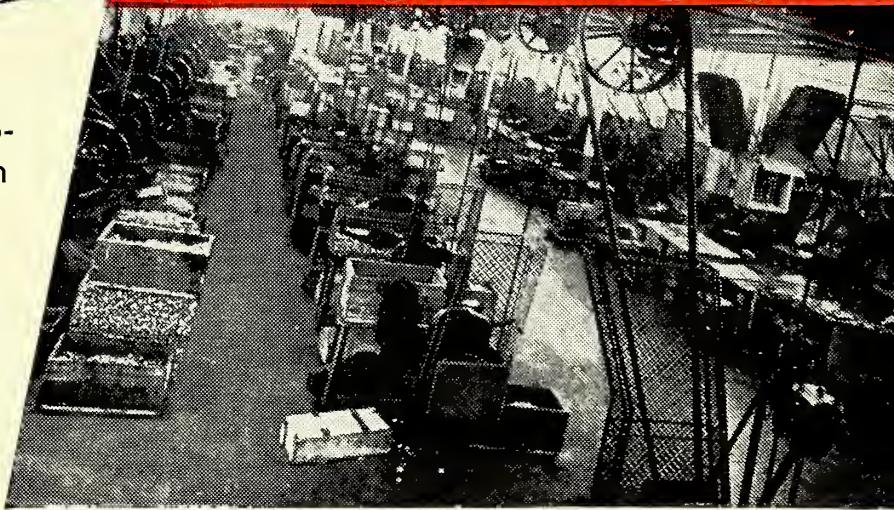
aboratories will recommend the best liner for

product, we operate modern lithographic

ing shops and when the closures are finally

produced they are individually inspected.

"The complete co-operation and liaison between our Bottle and Cap Works ensure the perfection of the container and closure."



**U G B**  
**BOTTLES**  
 AND  
**CLOSURES**  
*The Perfect Pair*

**UNITED GLASS BOTTLE  
 MANUFACTURERS LTD.**

8 LEICESTER STREET, W.C.2

Tel: GERRARD 8611 (18 Lines)

Grams: UNGLABOMAN, LESQUARE, LONDON

**THIS WINTER**

*Velvet*

**LAUNCH A GREAT**

**ADVERTISING CAMPAIGN**

**FOR**

*Velvet*

**HANDKERCHIEF TISSUES**

# NATIONWIDE PUBLICITY SCHEME INCLUDES...

**Large Space Advertising in  
National Newspapers**  
**Bus Advertising**  
**Dominant Poster Sites**  
**Tube Posters**  
**Full Dealer Supports & Aids**

**STOCK UP  
and  
DISPLAY NOW**

**Velvet**

**HANDKERCHIEF TISSUES**



*The*  
**BARTLETT SERIES**  
 OF  
*Nail  
White  
Pencils*

**The Perfect Manicure  
Pencil for Whitening  
the Nails**

also

**THE BARTLETT SERIES**  
of the

**Perfect Eyebrow Pencil**  
in Black, Brown and Dark Brown

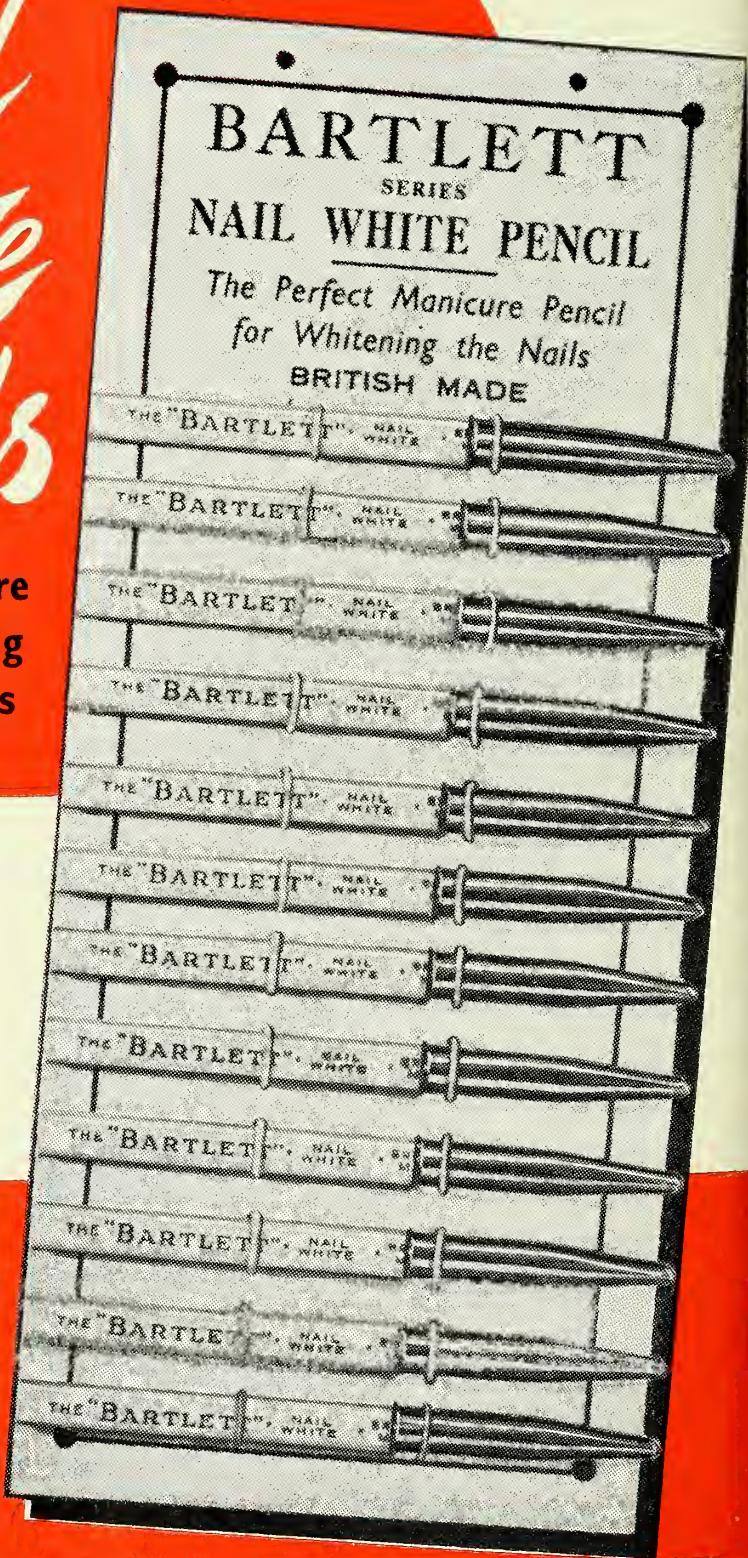
4/- dozen plus Purchase Tax  
Fixed price to public 10d. each

ORDER FROM  
YOUR USUAL WHOLESALER

Wholesale enquiries to:

**ALFRED FRANKS  
& BARTLETT  
CO., LTD**

AUDREY HOUSE, ELY PLACE,  
LONDON, E.C.1





I'm  
breaking  
all  
records!

Sales of Zubes—backed by the greatest ever advertising campaign—are going up and up. Demand is greater than ever before—so STOCK UP NOW.

**ZUBES**

Regd.

Retailing at 5½d. an oz. loose;  
and in 8½d. and 1/4d. tins.

# HEWLIX

BRAND TRADE MARK

## VITAMIN ELIXIR

THE MOST PALATABLE FORM OF ADMINISTERING VITAMINS, MINERALS AND GLUCOSE. A RESTORATIVE TONIC SUITABLE FOR CHILDREN AND ADULTS. INDICATED IN CONVALESCENCE AND DEBILITATED CONDITIONS.

AMBER BOTTLES OF 4 fl. oz. and 8 fl. oz.  
20 fl. oz. and 90 fl. oz. for Dispensing

FULL PROFIT MARGIN

**C. J. HEWLETT & SON LTD**  
35-43 CHARLOTTE ROAD, LONDON, E.C.2  
and at 216 ORR STREET, GLASGOW, S.E.

### FINE ELASTIC NET TO MEASURE

*and you don't even have to stock them—to sell them!*

Lastonet surgical stockings are sold for you through NATIONAL & MEDICAL JOURNAL ADVERTISING. All you need is a supply of measurement forms which we will gladly send to you together with display material and particulars of trade discount. Write today!



LASTONET PRODUCTS LTD. Carn Brea, Redruth, Cornwall

JKL

Agar Agar  
Aloes  
Cantharides  
Cascara Sagrada  
Cochineal  
Condurango Bark  
Ergot of Rye  
Grindelia Herb  
Liquorice  
Lobelia Herb  
Papain  
Peppermint Oil  
Sabadilla Seed  
Sarsaparilla  
Wild Cherry Bark  
Witch Hazel Leaves  
and all other Botanicals,  
Gums, Waxes, Essential Oils  
and Spices

**JOHN KELLYS (LONDON) LTD.**

Gresham House, 24 OLD BROAD STREET, E.C.2  
Telephone: London Wall 4882, 6585, 6586  
Telegrams: "Ergotine, Stock, London"  
Branches in New York and Hamburg

THE Spa

**SPEARHEAD**

*"tufted to touch every tooth"*

AND THE

**SPEARHEAD**

*OF BIG SALES TOO!*

It was left to SPA to design a toothbrush that would clean the INSIDE crevices as well as the outside. National advertising is creating big sales for this newest and most practical of all toothbrush designs. Take advantage of the display material available and tie up with the advertising.

SPA BRUSHES LTD.,  
CHESHAM, BUCKS.

# THE PUBLIC STOP AND LOOK-



## AT AN 'ASPRO' FESTIVAL DISPLAY

The window display that makes the public stop is the display that is doing its job. The 'ASPRO' Festival display attracts and holds the public because the Festival is news — thousands are visiting exhibitions all over the country — columns of newspaper space are being devoted to it. You can't go wrong when you combine the best-known event of the year with the best-known medicine in the country in your window display.

**SHOW IT NOW AND GET THE FULL INTEREST VALUE!**

Made in England by ASPRO LIMITED, Slough, Bucks.

AN ALL COTTON WOOL PRODUCT OF REPUTE

**ConSoluce**  
Patent No. 410702  
(Registered)

**SUPERFINE QUALITY  
ALL WOOL SANITARY TOWELS**

**LOOPEd ENDS  
NON-ABSORBENT BACK  
WHOLESALE ONLY**

**ROBERT BAILEY & SON, LTD.**  
SURGICAL DRESSINGS MANUFACTURERS  
DYSART STREET, GREAT MOOR, STOCKPORT  
Phone: GREAT MOOR 3006 Grams: "UNDISPUTED" STOCKPORT

**BIG SALES from this  
NEW BOTTLE**



This first class selling line now has the additional appeal of the new safety shape bottle. The strong advertising campaign in the National and Provincial press and magazines with the National Poster campaign ensures big sales—stock up NOW with:-

**DRUMMER PINE**

**DISINFECTANT**  
Made by  
WM. EDGE & SONS LTD., BOLTON  
A343

# More than half your customers have false teeth!

RECENT STATISTICS show that, of the adult people of Great Britain:

48% have all natural teeth	}	52% of people have some form of denture
32% have part false teeth		
20% have all false teeth		

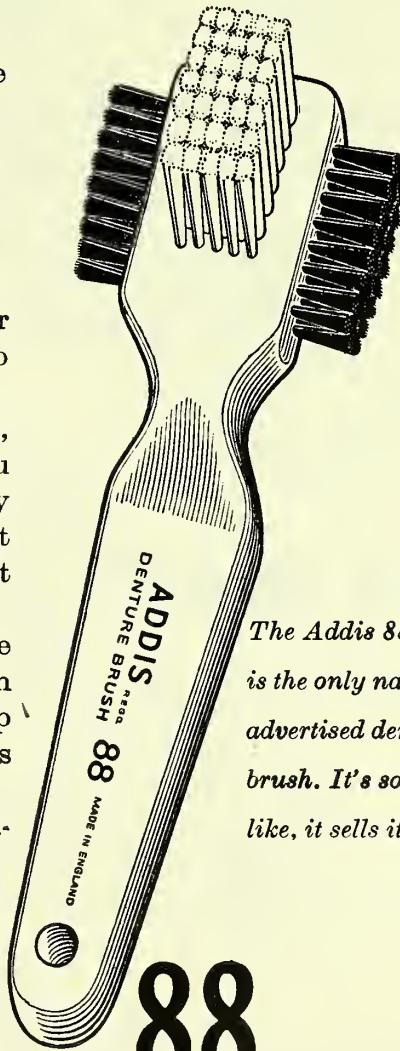
That means about half the people who come into your shop have false teeth! That's a big market for you to cash in on — do it by displaying the Addis 88!

Denture wearers will recognize its efficiency at once, for it not only *is* efficient, it *looks* efficient. But if you like, you can point out to them that an ordinary toothbrush is not the proper thing to use. It just won't do for cleaning dentures — the bristles aren't strong enough. It needs the Addis 88.

The tough black side-tufts of the Addis 88 probe between the teeth, the softer white centre tufts clean the plate, and the wide, strong handle helps you grip and scrub. And it's economical, too. An Addis 88 lasts three times as long as an ordinary toothbrush.

Every dozen you get is packed in an attractive sell-out carton. Order from your wholesaler now.

*Addis* REGD. 88



*The Addis 88  
is the only nationally  
advertised denture  
brush. It's so business-  
like, it sells itself*

## ORME'S OF COVENTRY

OVERALL CLOTHING SPECIALISTS



Men's White Coats

23/11 to 27/6

36" to 46"

Men's White Jackets

19/11

Women's White Coats

Button Front Long Slv's.

SW W & WX OS & XOS

24/11 25/11 28/11

ALSO

GREEN, RUST, PINK, BEIGE,  
APPLE, BLUE, ETC.

26/3 to 29/6

POSTAGE 1/-  
EXTRA  
OVER £5 CARR.  
FREE

WHITE BOILER SUITS NAVY OR  
KHAKI from 35/6 to 37/11. KHAKI  
COATS 28/11

**ORME BROS LTD**

20 CORPORATION ST.

EST. 76 YEARS COVENTRY PHONE 2972

## BRANNAN GUARANTEED THERMOMETERS

CLINICAL - HOUSEHOLD - INDUSTRIAL  
When ordering Thermometers, insist upon  
Brannans—made by highly skilled workers at  
Britain's most modern Thermometer Factory.

**S. BRANNAN & SONS LTD.**

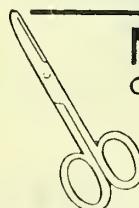
46 London Road, Forest Hill,  
S.E.23.

Tele: Forest Hill 3414-5

Works :  
Cleator Moor  
West Cumberland



SUPREME  
**BRANNAN**  
ACCURACY



**MARSHALL & JENKINSON**

90 BOWDON ST. SHEFFIELD 1. PHONE 27903

Surgical Scissors  
30 Years Experience

— Specialists —

Household Sidebents  
Paperhangers Etc



**WE WANT**



**MILLAMALT**

Sole Manufacturers : JEFFREYS,  
MILLER & CO. LTD., Leyland Mills,  
Wigan. (London Dept. J9 Brookside Rd. N.19)

BECAUSE OF THE BUTTERSCOTCH FLAVOUR

**GALENICALS, TABLETS, PACKED GOODS**

and all supplies for Health Service and Counter Trade

*Our own vans cover the Midlands*

**E. H. BUTLER & SON LTD**  
THORNTON LANE AND  
HUMBERSTONE GATE, LEICESTER

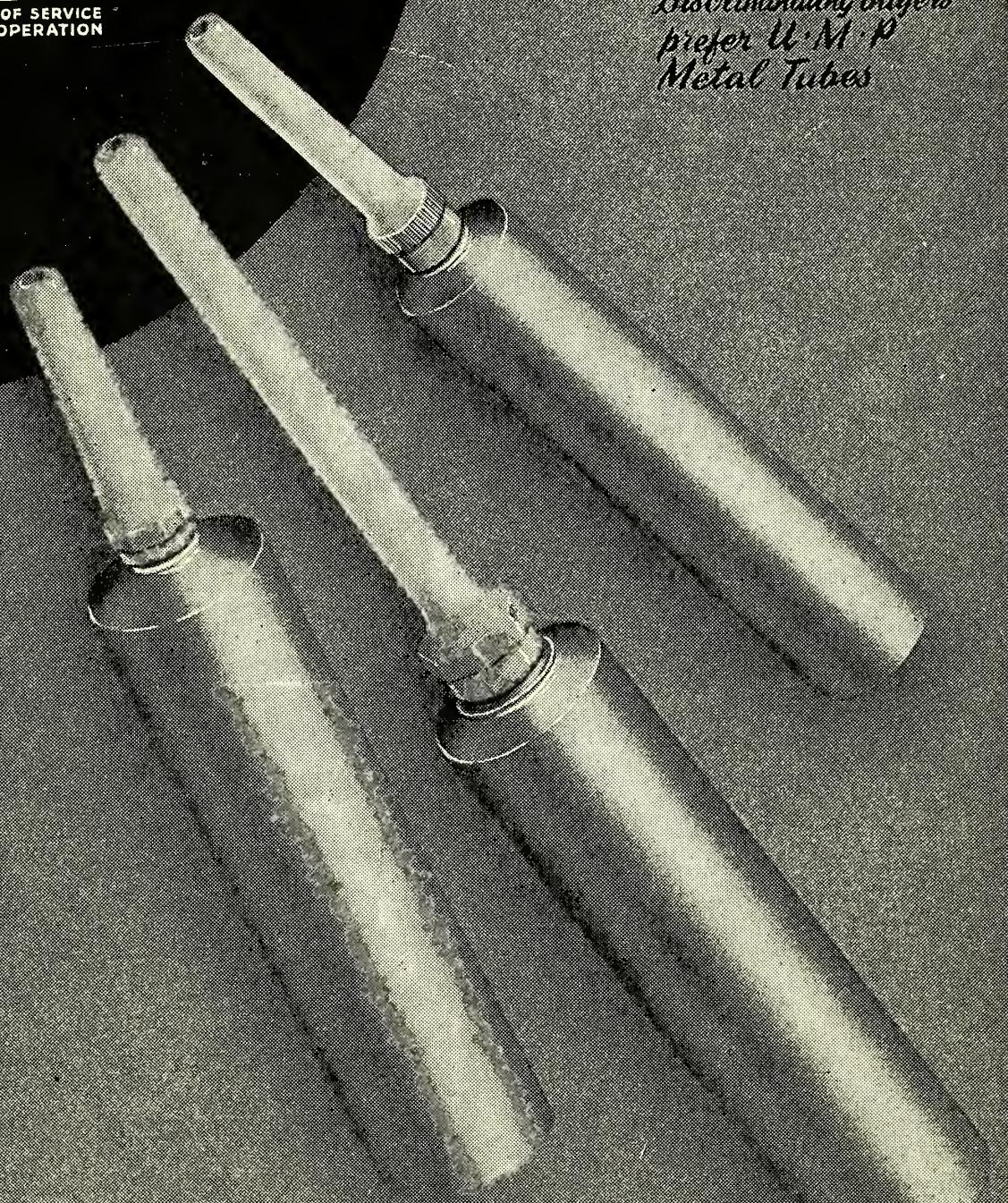
Phone :  
LEICESTER 5671

Telegrams :  
AMPHORA LEICESTER



THE SIGN OF SERVICE  
AND CO-OPERATION

*Discerning buyers  
prefer U.M.P.  
Metal Tubes*



*Smooth flexible applicators specially developed in our  
PLASTICS DIVISION for rectal and vaginal use*

**UNIVERSAL METAL PRODUCTS LTD.**  
SALFORD 6 LANCS. Telephone: PENDLETON 1631-2-3  
LONDON OFFICE: ARGYLE HOUSE, 29/31, EUSTON ROAD, N.W.1.

# *A sure 'seller'*

... when displayed near your baby scales or with baby requisites



## THE BABY **SOLNAP** UBLE PTY

**DISPOSABLE NAPKIN.** Made of absorbent cellulose with pink unabsorbent backing and blue waterproof sheet.

Packets of 24 — 31/6 per doz.

Retail 3/6 per packet.

Packets of 12 — 20/3 per doz.

Retail 2/3 per packet.

TIE UP SALES with:

**The SOLNAP Baby hygienic Panty**

**SMALL** — 20/- per doz.

Retail 2/6 each

**MEDIUM** — 22/- per doz.

Retail 2/9 each

**LARGE** — 24/- per doz.

Retail 3/- each

Two types,  
Elastic or  
bound legs.  
Garment  
finish.

Colours —  
Tearose  
Pink  
Sky Blue  
Milky White

Attractive  
Five Colour  
Display Box



**M. MERICA & Co. Ltd.**

QUEENS MILL - SHAW ROAD  
OLDHAM . LANCS.

Telephone: MAIN 5803

# **Esbiron** **LUNG TONIC** **& TROCHES**

For Coughs, Colds, Chest and Throat Ailments and also for Asthma and Bronchitis.

It is advisable to get stocks in now — ready for the winter demand.

9/- per doz. Retail 1/4½ each.  
3 doz. lots 8/9 per doz.

**BROOK, PARKER & Co., Ltd.**  
**ASHFIELD, BRADFORD**  
13 Queen Street, Glasgow, C.1.

# **ZEAL**

## **Clinicals**

**The Choice  
of Experts**

**BRITISH  
MADE**

NO HIGHER  
IN PRICE THAN  
NONDESCRIP  
MAKES

Also Household, Bath  
and Works Thermometers,  
the best of their kind



Phone: Liberty 2283-4-5-6 and Liberty 4201

# PROFITABLE EVERYDAY LINES

A regular display of "Adaptoplast" Dressings, in their NEW attractive display outers, will bring steady regular sales.

The "Adaptoplast" Dressing pad is medicated with "Euflavine," the antiseptic qualities of which are well known to pharmacists.

Do not forget too that if you make up a £5 or £10 order of "Adaptoplast" with "Carnation" Corn Caps, "Sanoid" Zinc Oxide Plasters, "Sanoid" Boil Treatment, "Variban" or other Plasters you get EXTRA DISCOUNTS.

# "ADAPTOPLAST"

## FIRST AID DRESSING

### ★ NATIONAL ADVERTISING

REPRODUCED HERE IS OUR POPULAR ADVERTISEMENT WHICH  
APPEARS IN . . .

PICTURE POST · JOHN BULL · EVERYBODY'S · PUNCH



### ★ EFFECTIVE SALES AIDS

### ★ GOOD PROFIT

RETAIL PRICE 9d. & 1/6 per tin  
TRADE PRICE 6/5 & 12/10 per doz. tins

### ★ EXTRA DISCOUNTS

£5 ORDER LESS 2½%; £10 ORDER LESS 5%  
These extra discounts apply to purchases of all our Plasters, whether bulk or proprietary.

A PRODUCT OF

*Cuxson Gerrard & Co. Ltd.*  
OLDBURY BIRMINGHAM

*— a name to profit by*

# EVAN WILLIAMS

*For all that is best in hair beautifying preparations*

**SHAMPOOS  
TONING PACKS  
BRILLANTINES  
WAVE SET**

}

=

**Handsome Profit  
Steady Demand  
Well advertised  
Firm Reputation**

*Show them and you'll sell them !*

EVAN WILLIAMS COMPANY LTD., Sales Dept., AINTREE ROAD, PERIVALE, MIDDX.

**“SURCO”**  
RELIABLE  
**ELASTIC HOSIERY**  
SEAMED AND SEAMLESS  
**SURGICAL BELTS**  
**TRUSSES AND SUNDRIES**

**Over 50 years' service of  
everything Surgical**

**SURGICAL HOSIERY CO. LTD.**

Russell Street - NOTTINGHAM  
Telephone No. 75903 Telegrams: Surgical Nottm

**“RELIANCE”**  
**FINEST DEEP SEA**  
**S P O N G E S**

Cresswell Brothers' new brochure brightest and best illustrated price list of natural deep sea sponges.

Send for illustrated leaflet showing our full range of sponges attractively packed in artistic gift boxes.



★ Representative will be pleased to call on request.

**CRESSWELL BROS. SPONGES**

(WORLD NATURAL SPONGE SUPPLIERS LTD)

INTERNATIONAL BUILDING  
BUCK STREET, CAMDEN TOWN, LONDON, N.W.1

Phone GULLIVER 5462-3 Grams SPONGE NORWEST London

They're new!

They're different!

They're Johnson & Johnson!

# Johnson's HANDKERCHIEF TISSUES

Here's great news—not to be sneezed at! Johnson & Johnson, makers of Modess—the world's finest sanitary towel, and a host of other pharmaceutical products of world-wide reputation for quality, now introduce the best of all handkerchief tissues.

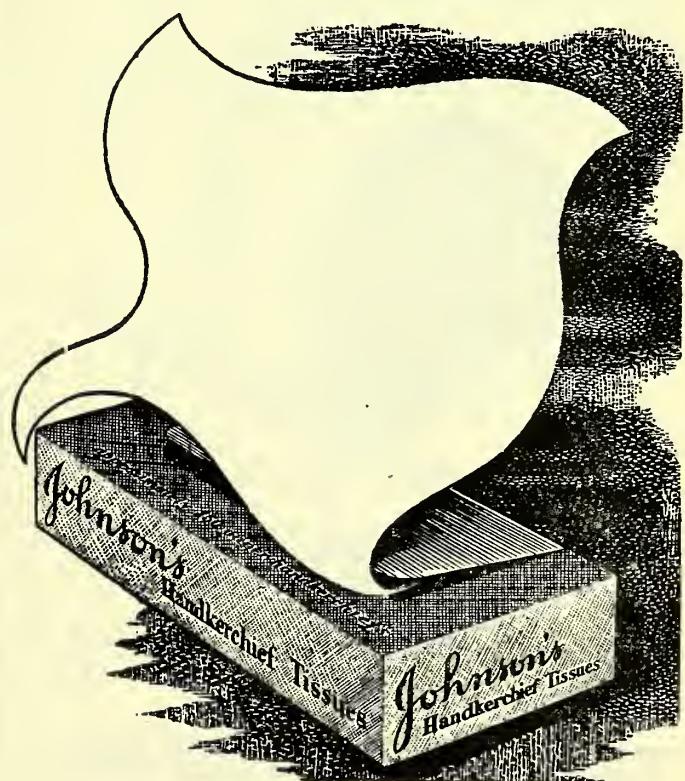
As you will expect from a Johnson & Johnson product, these tissues are stronger, more hygienic, more tender to the touch and more economical, too.

Dominant advertising will include an intensive show of roof cards on London's Underground which will be seen by over 23 million passengers every week! And one million Modess users will see the special tissues leaflet going out in every packet of Modess.

Order your supply of Johnson's Handkerchief Tissues and display them prominently.

Wholesale	Trade	Retail
15/3d.	1 case and over 18/- Under 1 case 19/-	2/3d.

Terms: Nett





*... Foremost in the relief of pain*

Designed to conform to approved medical standard this High-Powered infra-Red and Radiant Heat Apparatus of Clinical intensity incorporates the professionally approved 500 Watt Long Wave Black Body Infra-Red Burner for deep-seated complaints and one 600 Watt Mixed Wave Burner for Radiant Heat Treatment. Beautifully finished in Cream Enamel and Chromium plating, this easily adjustable Table Stand with universal movement enables any angle to be obtained without effort. Complete with 3-Core Flexible and Switch, Full instructions and Treatment Guide.

Can be supplied as a floor model on ball-bearing casters £11.11.0 Catalogue No. E.M.27FM.

Our new Fully Illustrated Catalogue gladly sent on request.

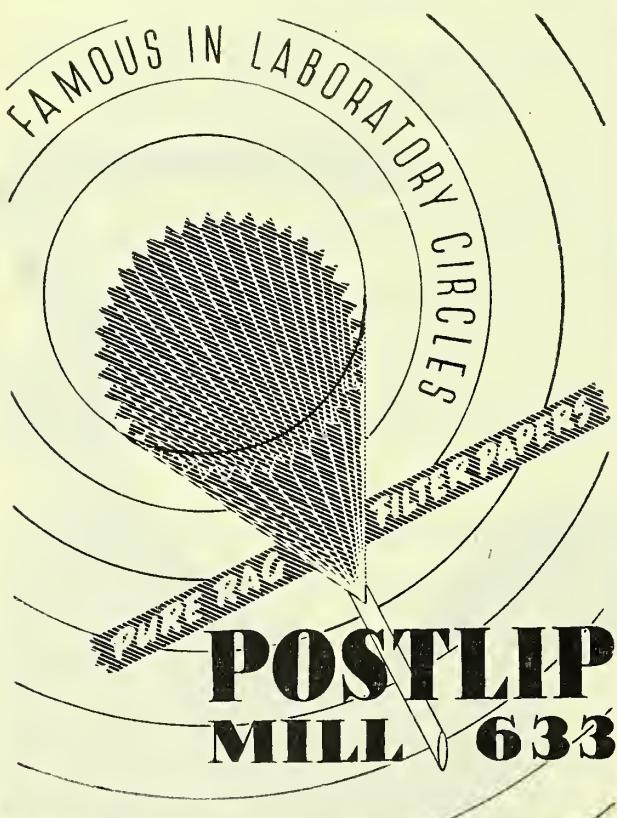
"Sol-Tan" Marketed for Home and Export by

Cat. No. E.M.27TM.  
SOL-TAN "Clinician"  
£8.18.0 Sold only  
against a Doctor's  
Certificate or for  
Professional Use.



THE LONDON COMMERCIAL ELECTRICAL STORES LTD  
20-23 CURSITOR STREET, E.C.4. - CHANCERY 6488 1/9

L643/B.3



EVANS, ADLARD & CO LTD, WINCHEL COMBE, GLOS.

THE HOUSE OF  
**HAYWOOD**  
ESTABLISHED 1830  
MANUFACTURERS & DISTRIBUTORS  
Everything Surgical  
ELASTIC HOSIERY  
BELTS AND TRUSSES  
CHEMISTS' SUNDRIES  
COTTON DRESSINGS  
PROPRIETARY MEDICINES

VAN DELIVERY SERVICE  
WHOLESALE ONLY

Enquiries Invited:—

Regd. Office and Works  
11, 13 & 23, WARSER GATE  
NOTTINGHAM

Phone:  
40488 & 45164

Grams:  
APPLIANCE NOTTM.

# We are TOTALITARIANS

## ABOUT CORKS

LET'S admit it. So far as corks are concerned, we're out-and-out dictators. Regimentation, standardization—these are our watchwords. We plead guilty to our reputation for reducing corks to a state of *unbelievable* uniformity.



"Want to be different, eh?"

reputation for reducing corks to a state of *unbelievable* uniformity.

We do it by sheer ruthlessness. Corks hate us! Boiled alive, pressed flat, shut in the dreaded "hot-box," they are then sliced and punched, tapered, sanded, notched, bleached and branded—no atrocity is spared to stamp out individuality.

Not a cork can escape; many are completely eliminated. Sometimes only 5 per cent.

of a *whole batch* survive to become corks of our

Grade A quality. If a cork is even 1/63rd of

an inch too small, it is pitilessly rejected and

ground into by-products.

\* \* \*

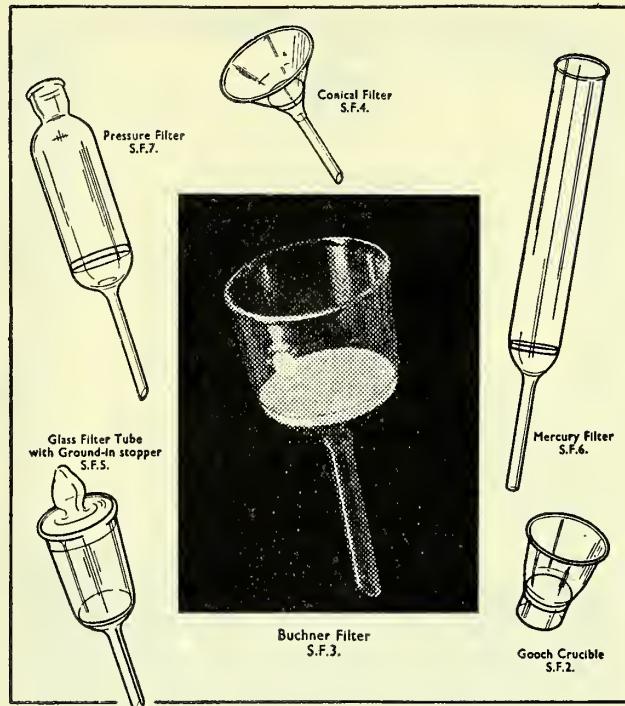
IF YOU, too, feel totalitarian about corks, and want them, in each grade, as uniform in size and quality as skill and experience can make them—please get in touch with us by letter or telephone. Armstrong Cork Company, Ltd. (Closure Division), Kingsbury, London, N.W.9. Telephone: Colindale 7080. Scottish Branch: 5 Oswald Street, Glasgow, C.1. Telephone: Central 5703.

**FREE ON REQUEST.** The handy Armstrong String of Standard Cork Sizes shows at once what size you want—whether for dispensing or for ordering supplies. May we send you one?



## ARMSTRONG'S CORKS

CORKS · CROWN CORKS · MOULDED CAPS



## The Perfect Filter

PYREX Brand Sintered Glass filters are composed entirely of PYREX Brand Glass, ground to varying degrees of fineness, and fused into PYREX Brand filtering vessels, the whole unit being resistant to the effects of sudden heat and cold. These sintered Glass discs possess the same chemical durability as that of all PYREX Brand Glassware.

The actual filter discs are produced in varying standards of porosity, and at present are available in five grades . . . from average pore diameter 120 micrae to 1.3 microns.

PYREX Brand apparatus is therefore available for work ranging from the separation of coarse precipitates to analytical work with the finest precipitates, thereby providing perfect filtering for all dispensary and laboratory purposes.

PYREX Brand Scientific Glassware is supplied only through Laboratory Furnishers, but illustrated Catalogue and two free copies of our Chemist's Notebook will be sent direct on application to us.

# PYREX

Regd. Trade Mark

BRAND

*Laboratory and  
Scientific Glassware*

made by  
JAMES A. JOBLING & CO. LTD.,  
Wear Glass Works,  
SUNDERLAND.

We invite your enquiries and orders for DRUGS, GALENICALS, BROMIDES, CITRATES, CHLORAL HYDRATE, IODIDES, TABLETS, ALL MAKES OF SURGICAL PLASTERS, SURGICAL DRESSINGS, CHEMISTS' SUNDRIES, at competitive prices

**BIOREX**  
LABORATORIES LTD.  
WHOLESALE AND MANUFACTURING CHEMISTS  
51 EXMOUTH STREET, LONDON, E.C.1  
Telephone: TERminus 9494 and 1431

*Post orders executed promptly  
Daily delivery service in the  
Greater London Area*

**THE "MATER" CLINICAL** REGD.  
The position of the Mercury column is at once perfectly plain. Red markings above 99.4.

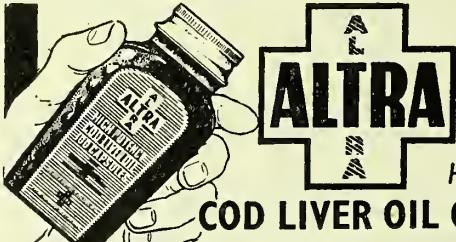
**ALL TYPES OF CLINICAL AND OTHER THERMOMETERS**

**HEATH, HICKS & PERKEN (Thermometers) LIMITED**  
Head Office and Main Works:  
NEW ELTHAM, LONDON, S.E.9  
Telephone: Eltham 3836  
Showrooms:  
8 HATTON GARDEN, LONDON, E.C.1  
Telephone: 1743 Holborn  
Telegrams:  
"Optimus, Souphone, London"



**RECOMMENDED FOR NERVES**

**DR. NIBLETT'S VITAL RENEWER NERVE SEDATIVE**  
for 70 YEARS  
Retail price 6/- per bottle including purchase tax.  
TRADE DISCOUNT 33½%  
**C. P. NIBLETT (Est. 1870)**  
10 LICHFIELD TERRACE, RICHMOND, SURREY  
Telephone: RICHmond 3221



**ALTRA**  
High Potency  
COD LIVER OIL CAPSULES  
1 Vitamin A with additional Vitamin D  
2 Vitamin E additional to Vitamins A & D  
3 Vitamins, E & K additional to Vitamins A & D  
Guaranteed by 50 years' experience in the production of COD LIVER OIL  
**ALTRA LTD., 77, South Audley Street,**  
LONDON, W.1 Telephone: GROSVENOR 6992

**THE CRAIGWAY CORNPLANE**  
FOR CORNS CALLOUS AND HARD SKIN  
Individually packed in cartons  
**DISPLAY CARD OF 18**  
RETAIL **2/3** PRICE  
Sole Distributors:  
**CRAIG & PARSONS LTD., 82, Stafford Road, Wallington, Surrey**  
Phone: Wallington 3694

15/4 per doz. plus Purchase Tax  
Usual discount to Wholesalers

*When the prescription calls for*  
**ELASTIC ADHESIVE BANDAGE**

*Dispense ..*



**N.H.S. PACK  
in Tins**

**$2\frac{1}{2}$ "  $\times$  3 yards**  
**3"  $\times$  3 yards.**

*Also made in the following sizes:*  
**1"  $\times$  3 yds. - 2"  $\times$  3 yds.**  
**4"  $\times$  3 yds.**

- *Non-Fray*
- *Non-Fluffy*
- *Woven-Edged*

Its resilience and retraction provide  
a firm and comfortable support  
appreciated by the Medical Profession.

**EDWARD TAYLOR LTD., MONTON · LANCS.**

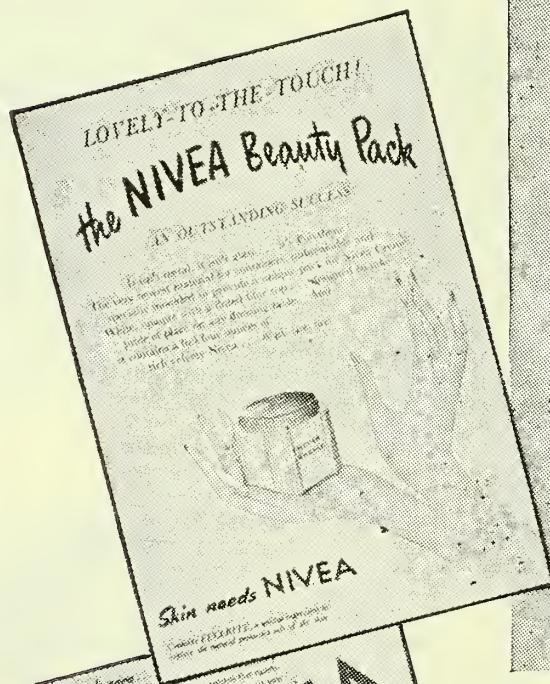
ESTABLISHED OVER 100 YEARS

T.F. 136

## TELLING MORE PEOPLE

"SKIN NEEDS NIVEA." This simple factual statement goes round the country, directly influencing your turnover, increasing your profits.

Advertisements in the fashion and beauty press, the popular women's weeklies and medical and nursing journals, supported by attractive showcard displays in nearly every city, town and village in the country, are rapidly developing a wider and wider market for this favourite of skin creams.



SELLING MORE **NIVEA**  
HERTS PHARMACEUTICALS LIMITED, WELWYN GARDEN CITY, HERTS

# Digitosin



CARNEGIE CHEMICALS

(WELWYN) LTD

*Manufacturers of Fine Chemicals . . .*

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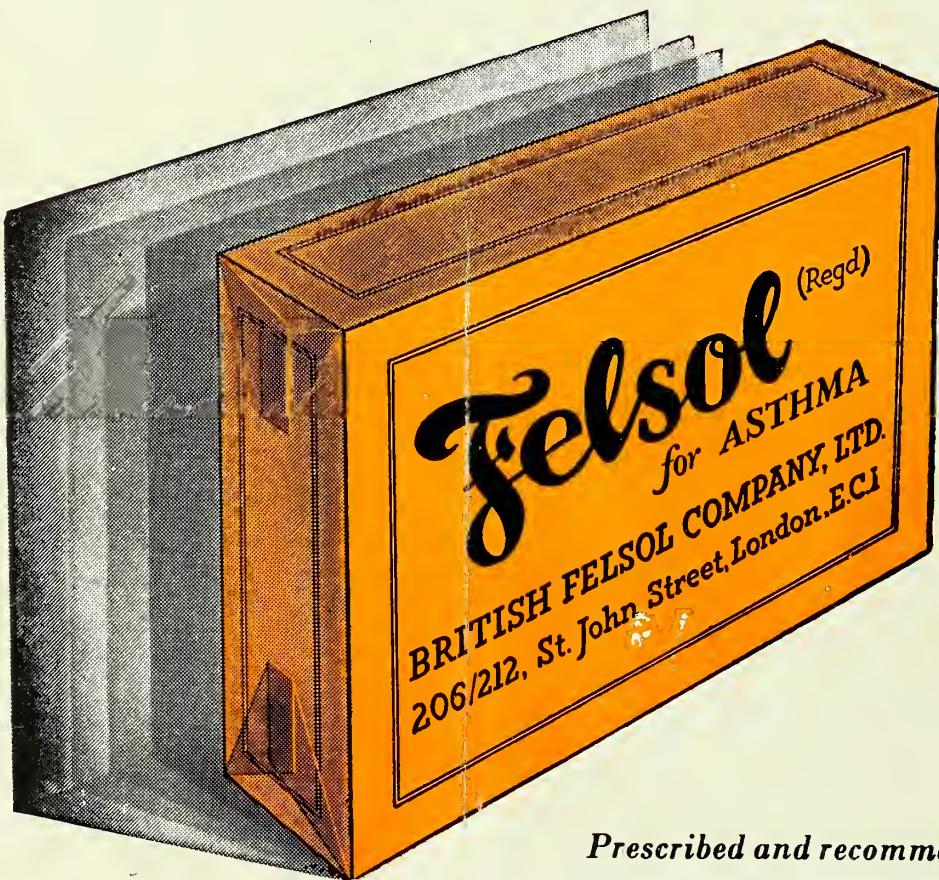
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